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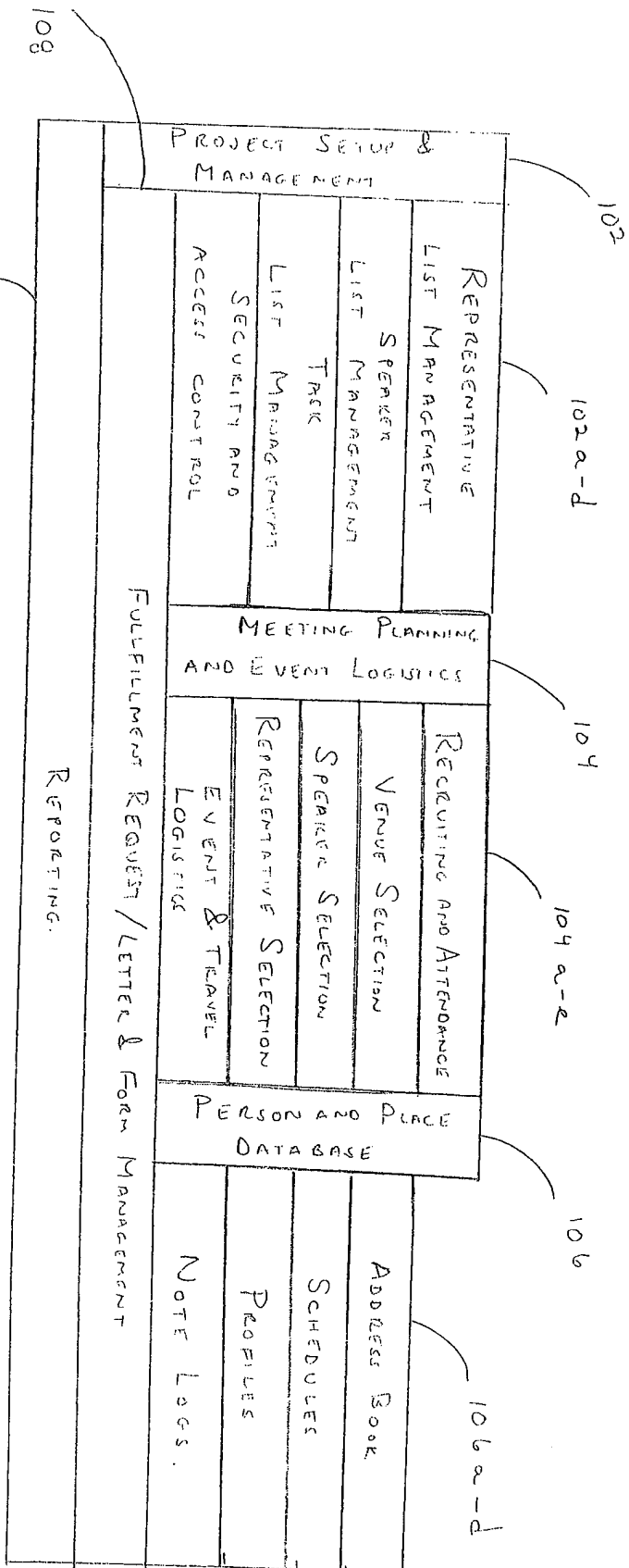


FIGURE 1

# MedEd Site: 2003

 Home  Programs  Speakers  Topics  Reports  Profile  Documents  Help

Welcome to the  
Website for  
MedEd Program  
Management!

is very excited about the opportunity to provide you with turnkey meeting planning services and real-time meeting information via the web!



Have comments or suggestions about this web site?  
Great! Please send them to us by filling out the [Feedback form](#).



You can also call



## New 2004 Program Requests

We are happy to announce that you may now request 2004 programs. To do this, please select from the Project list below, then click on *Change Project*.

You may switch back to review 2003 programs by selecting the desired project in the list.

User:

Project:    
LOGOUT

[Send Feedback](#)

Version: 1.1.1389.20425  
Build Date: 10/21/2003 12:20:50 PM

Figure 2

## Program Information Pages

The following pages can be accessed from the left menu on the Program Details section.

The screenshot displays the 'Program Information' page for a request. The top navigation bar includes links for Home, Programs, Speakers, Topics, Reports, Profile, Documents, and Help. Below this is a secondary menu with links for My Programs, Search, Request Program, Details, Alerts, Budget Allocations, Other Programs, and Speaker Training. The main content area is divided into several sections:

- Program Information:** A sidebar menu with links for Program Details, Budget Information, Expense Details, Attendance Roster, Print Invitations, and Evaluation.
- Meeting Code:** F.L.N. D044170
- Topic:** Abnormal Menstrual Bleeding: Diagnosis and Treatment
- Type:** [Blank field]
- Host Information:** A table showing the host's contribution to the budget.
- Budget Categories:** A table listing various expense categories and their amounts.
- Approve Request:** A button to approve the request.
- Reject Request:** A button to reject the request, with a text area for the reason.

At the bottom of the page, there are links for 'Project' and 'Change Project', and a 'Send Feedback' link.

Host	Amount	Percentage
F.L.N. D044170	\$0.00	100.0000%

Category	Amount	Percentage
AV Expenses	\$0.00	0.00%
Meeting Expenses	\$0.00	0.00%
Miscellaneous	\$0.00	0.00%
Onsite Staff Fee	\$0.00	0.00%
<b>Total</b>	<b>\$0.00</b>	<b>0.00%</b>

Figure 3

<a href="#">Home</a>	<a href="#">Programs</a>	<a href="#">Speakers</a>	<a href="#">Topics</a>	<a href="#">Reports</a>	<a href="#">Profile</a>	<a href="#">Documents</a>	<a href="#">Help</a>
----------------------	--------------------------	--------------------------	------------------------	-------------------------	-------------------------	---------------------------	----------------------

<a href="#">My Programs</a>	<a href="#">Search</a>	<a href="#">Request Program</a>	<a href="#">Details</a>	<a href="#">Alerts</a>	<a href="#">Budget Selections</a>	<a href="#">Other Programs</a>	<a href="#">Speaker Training</a>
-----------------------------	------------------------	---------------------------------	-------------------------	------------------------	-----------------------------------	--------------------------------	----------------------------------

**Program Information:**

- [Program Details](#)
- [Budget Information](#)
- [Expense Details](#)
- [Attendance Roster](#)
- [Print Invitations](#)
- [Evaluation](#)

<b>Meeting Code:</b>	F-LNL-DD44170
<b>Topic:</b>	Abnormal Menstrual Bleeding: Diagnosis and Treatment
<b>Type:</b>	

**Expense Details**

Total	\$0.00
-------	--------

Review the following program request.

Select **Approve Request** and this program will be forwarded to the meeting coordinator at

---

Select **Reject Request** and this program will be returned to the requester. Enter the reason the requested was rejected.

Reason: \*

FIGURE 4

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Home
Programs
Speakers
Topics
Reports
Profile
Documents
Help

---

My Programs
Search
Request Program
Detail
Alerts
Budget Allocations
Other Programs
Speaker Training

---

**Program Information**

[Program Details](#)

[Budget Information](#)

[Expense Details](#)

[Attendance Roster](#)

[Print Invitations](#)

[Evaluation](#)

**Meeting Code:** E-UNL-D044170

**Topic:** Abnormal Menstrual Bleeding: Diagnosis and Treatment

**Type:**

**Attendance Roster**

Obstetrics & Gynecology	2	4	Invited	Accepted	Declined	No Show	Add	OK
-------------------------	---	---	---------	----------	----------	---------	-----	----

Review the following program request.

Select **Approve Request** and this program will be forwarded to the meeting coordinator at

---

Select **Reject Request** and this program will be returned to the requester. Enter the reason the requested was rejected.

**Reason:**

User: Admin

Prior: Project

[Send Feedback](#)

FIGURE 5

HomeProgramsSpeakersTopicsReportsProfileDocumentsHelp

My ProgramSearchRequest ProgramDetailAlertsBudget AllocationOther ProgramsSpeaker Training

Program Information

Program Details

Budget Information

Expense Details

Attendance Roster

Print Invitations

Evaluation

Meeting Code:

F-LNL-D044170

Topic:

Abnormal Menstrual Bleeding: Diagnosis and Treatment

Type:

Invitations

Review the following program request.

Select **Approve Request** and this program will be forwarded to the meeting coordinator at

Approve Request

Select **Reject Request** and this program will be returned to the requestor. Enter the reason the requested was rejected.

Reason:

Reject Request

User: /

Print

ange Project

Send Feedback

FIGURE 6

Home	Programs	Speakers	Topics	Reports	Profile	Documents	Help
------	----------	----------	--------	---------	---------	-----------	------

My Programs	Search	Request Program	Detail	Alerts	Budget Allocations	Other Programs	Speaker Training
-------------	--------	-----------------	--------	--------	--------------------	----------------	------------------

### Program Information

Program Details
Budget Information
Expense Details
Attendance Roster
Print Invitations
Evaluation

**Meeting Code:** F-LNL-D044170

**Topic:** Abnormal Menstrual Bleeding: Diagnosis and Treatment

**Type:** [REDACTED]

**Speaker:** [REDACTED]

**Venue:** Carl Albert Indian Hospital

Review the following program request.

Select **Approve Request** and this program will be forwarded to the meeting coordinator at

**Approve Request**

Select **Reject Request** and this program will be returned to the requester. Enter the reason the requested was rejected.

**Reason:**

[REDACTED]

**Reject Request**

### Evaluation

The planning and execution of useful and educationally sound continuing education activities are guided in large part by input from our representatives that are hosting them. To assist us in evaluating the effectiveness of this activity and to make recommendations for future educational offerings, please take a few moments to complete this evaluation form. Your responses will help ensure that future programs are informative and meet the educational needs of our customers.

Please complete the evaluation using a scale of 1-5 (5 being the best rating, 1 being the lowest)

#### SPEAKER EVALUATION:

Demonstrated current knowledge of the topic	<input type="radio"/> 5 <input type="radio"/> 4 <input type="radio"/> 3 <input type="radio"/> 2 <input type="radio"/> 1
Was an effective presenter	<input type="radio"/> 5 <input type="radio"/> 4 <input type="radio"/> 3 <input type="radio"/> 2 <input type="radio"/> 1
Effectively met the learning objectives of the program	<input type="radio"/> 5 <input type="radio"/> 4 <input type="radio"/> 3 <input type="radio"/> 2 <input type="radio"/> 1
Overall speaker rating	<input type="radio"/> 5 <input type="radio"/> 4 <input type="radio"/> 3 <input type="radio"/> 2 <input type="radio"/> 1

Please provide any additional comments pertaining to this speaker (positives and negatives)

[REDACTED]

#### PLEASE RATE THE PROGRAM BASED UPON THE FOLLOWING:

Program met the learning objectives	<input type="radio"/> 5 <input type="radio"/> 4 <input type="radio"/> 3 <input type="radio"/> 2 <input type="radio"/> 1
Participant/Speaker interaction	<input type="radio"/> 5 <input type="radio"/> 4 <input type="radio"/> 3 <input type="radio"/> 2 <input type="radio"/> 1

FIGURE 7



## Search

The following search section has been added in November.

C

Home Programs Speakers Topics Reports Profile Documents Help

My Programs **Search** Request Program Alerts Budget Allocations Other Programs Speaker Training

Select your search criteria below

<b>Rep Information</b>		<b>Program Information</b>	
Last Name	First Name	Meeting Code	
<input type="text"/>	<input type="text"/>	<input type="text"/>	
Territory		Program Status	
<input type="text"/>		<input type="text"/>	
<b>Venue Information</b>		Program Date Start	Program Date End
Venue Name		<input type="text"/>	<input type="text"/>
<input type="text"/>		<small>Enter starting date to return meetings on that date</small>	<small>Enter ending date to return meetings between the starting and ending dates</small>
City	State	<b>Speaker Information</b>	
<input type="text"/>	-- State --	Last Name	First Name
		<input type="text"/>	<input type="text"/>

Please enter the desired search criteria. All of the fields are optional.  
You may use the \* as a wildcard character.

To clear the search criteria, click on the *New Search* button.

Project:

LOGOUT

[Send Feedback](#)  
Version: 1.1.1416.28009  
Build Date: 11/17/2003 3:33:38 PM

FIGURE 8

## Recaptured Screens

The screens in this section are already present in the Berlex patent. However, many were missing data, so I re-captured them with better data. You can use them if you think it will better explain the functionality.



FIGURE 9

[Home](#)
[Programs](#)
[Speakers](#)
[Topics](#)
[Reports](#)
[Profile](#)
[Documents](#)
[Help](#)

[My Programs](#)
[Search](#)
[Request Program](#)
[Alerts](#)
[Budget Allocations](#)
[Other Programs](#)
[Speaker Training](#)

### Pending Request

[Print to Excel](#)

Meeting Code	Territory	Req	Speaker	Topic	Time	Status	Meeting Date	Requested
ECME-0000000				Approach to Managing Abnormal Uterine Bleeding				11/3/2003 5:32:00 PM
1								

You can click on any column header to sort by that column

[Change Project...](#)

[Logout](#)

[Send Feedback](#)

Version: 1.1.1416.28009  
Build Date: 11/17/2003 3:33:38 PM

FIGURE 10

Home -- Programs Speakers Topics Reports Profile Documents Help									
My Programs <b>Search</b> Request for Approval Alerts Budget Allocation Other Programs Exit User Training									
Request Submitted for Approval <span>Export to Excel</span>									
Meeting Code	Category	Box	Speaker	Topic	Time	Status	Submitted Date	Submitted Time	APD
E-CME-E034125-3	E034125			Noncontraceptive Benefits of Oral Contraceptives - The Basis for Individual Choice		Request Submitted for Approval	02/09/2004	10/19/2003 8:53:33 PM	
E-CME-C077392	C077392			Noncontraceptive Benefits of Oral Contraceptives - The Basis for Individual Choice		Request Submitted for Approval	03/04/2004	10/19/2003 8:25:58 PM	
E-GR-E037584	E037584			Greater Contraceptive Choices		Request Submitted for Approval	04/09/2004	10/20/2003 1:05:04 PM	
E-CME-C077392-2	C077392			Noncontraceptive Benefits of Oral Contraceptives - The Basis for Individual Choice		Request Submitted for Approval	04/01/2004	10/20/2003 9:59:34 PM	
1									
You can click on any column header to sort by that column									
<div> <a href="#">Change Project</a> </div> <div> <a href="#">Send Feedback</a> </div> <div> <a href="#">Logout</a> </div> <div> Version: 1.1.1416.28000  Build Date: 11/17/2003 3:33:38 PM </div>									

FIGURE 11

Home -- Programs -- Speakers -- Topics -- Reports -- Profile -- Documents -- Help

My Programs Search Request Program Alerts Budget Allocation Other Programs See other Training

### Request Approved

[Export to Excel](#)

Meeting Code	Location	Room	Speaker	Topic	Date	Status	Meeting Code	Requested	Approved
F-PRO-0000000				US: The Mirena Advantage			01/30/2004	11/11/2003 12:39:59 PM	11/11/2003 12:40:44 PM

You can click on any column header to sort by that column.

[Change Project](#)

[Send Feedback](#)

Version: 1.1.1416.28009  
Build Date: 11/17/2003 3:33:30 PM

FIGURE 12

Home • Programs • Speakers • Topics • Reports • Profile • Documents • Help									
My Programs Search Request Program Alerts Program Notifications Help About Us Other Programs See All Programs									
Request Denied <span>Export to Excel</span>									
Request Code	Topic	Doc	Speaker	Topic	Doc	Request	Request Date	Request Date	Request Date
RHC-PRO-A077102	A077102			IUS: The Mirena Advantage		Request Denied	02/18/2003	1/18/2003 8:52:47 PM	
RHC-CSC-A014010				Demystifying PMS: The Chemical/Hormonal Spectrum		Request Denied	03/08/2003	1/24/2003 10:24:40 AM	
RHC-CSC-A037036	A037036			Demystifying PMS: The Chemical/Hormonal Spectrum		Request Denied	04/08/2003	2/9/2003 8:49:38 PM	
RHC-CME-B017154.2	B017154			Greater Contraceptive Choices for Enhancing Health-Related Quality of Life		Request Denied	05/14/2003	4/7/2003 10:58:42 PM	
RHC-GR-A067088	A067088			HRT: the estrogen controversy since WHI		Request Denied	04/16/2003	2/19/2003 4:44:15 PM	
RHC-CSC-A037036.2	A037036			Demystifying PMS: The Chemical/Hormonal Spectrum		Request Denied	03/19/2003	2/24/2003 8:21:08 PM	
RHC-CME-A037484	D037484			Greater Contraceptive Choices for Enhancing Health-Related Quality of Life		Request Denied	05/07/2003	2/28/2003 5:13:08 PM	
RHC-CME-A037036	A037036			Greater Contraceptive Choices for Enhancing Health-Related Quality of Life		Request Denied	04/29/2003	3/4/2003 10:44:15 PM	
RHC-PRO-E087676	E087676			IUS: The Mirena Advantage		Request Denied	05/28/2003	4/2/2003 9:52:00 PM	
RHC-CME-A037040.37	A037040			Greater Contraceptive Choices for Enhancing Health-Related Quality of Life		Request Denied	04/30/2003	3/5/2003 9:22:44 PM	
1 2 3 4									
You can click on any column header to sort by that column									
<div>Change Project...</div> <div>Send Feedback</div> <div>Version: 1.1.1416.28009</div> <div>Build Date: 11/17/2003 3:33:38 PM</div>									

FIGURE 13

Home -- Programs Speakers Topics Reports Profile Documents Help									
My Programs Search Request Program Add Budgetary Actions Other Programs Social Training									
In Progress <span style="float: right;">Send to Excel</span>									
Meeting Code	Topic	Rev	Speaker	Topic	Date	Status	Meeting Date		
RHC-GR-7118-2	AD97122			Yasmin and Mirena Program		In Progress	02/25/2004		
RHC-GR-7020-2	AD27020			Greater Contraceptive choices for Enhancing Health		In Progress	01/23/2004		
RHC-GR-7029-2	AD77099			Greater Contraceptive Choices for Enhancing Health		In Progress	02/19/2004		
RHC-GR-7038	AD37038			DIFFERENT FORMS OF CONTRACEPTION FOR QUALITY OF LIFE		In Progress	01/21/2004		
RHC-GR-7280-2	CD57280			Greater Contraceptive Choices for Enhancing Health		In Progress	02/10/2004		
RHC-GR-7234	BD67234			Contraceptive Update		In Progress	02/17/2004		
RHC-GR-7234-2	BD67234			Contraceptive Update		In Progress	02/18/2004		
RHC-GR-7014-2	AD17014			Reproductive Health Benefits Throughout the Lifecycle		In Progress	01/21/2004		
CLNL-002	CD9			Noncontraceptive Benefits of Oral Contraceptives		In Progress	11/20/2003		

You can click on any column header to sort by that column

Change Project

Send Feedback

Version: 1.1.1416.20009  
Build Date: 11/17/2003 3:33:39 PM

FIGURE 14

[Home](#)
[Programs](#)
[Speakers](#)
[Topics](#)
[Reports](#)
[Profile](#)
[Documents](#)
[Help](#)

My Programs

[Search](#)
[Request Program](#)
[Alerts](#)
[Budget Allocation](#)
[Other Programs](#)
[Speaker Training](#)

### Set-up complete

Meeting Code

Time/Room

Speaker

Topic

Date

Status

Meeting Date

BHC-GR-7112	A087112		Contraceptive Update		Set-up complete	05/20/2004
BHC-GR-7180			Reproductive Health Benefits Throughout the Life Cycle		Set-up complete	03/15/2004
BHC-GR-7040	A037040		Reproductive Health Benefits Throughout the Life C		Set-up complete	01/22/2004
BHC-GR-7280	B067280		IUD Update		Set-up complete	02/06/2004
BHC-GR-7362-3	C057362		PMS		Set-up complete	04/26/2004

1

You can click on any column header to sort by that column.

Change Project

Send Feedback

Version: 1.1.1416.28009  
Build Date: 11/17/2003 3:33:38 PM

FIGURE 15



Home Programs Speakers Topics Reports Profile Documents Help								
My Programs <b>Events</b> Requests/Proposals Alerts Financial Transactions Budget Allocation Other Programs Site Map Training								
Completed <span style="float: right;">Export to Excel</span>								
Meeting Code	Topic	Program	Speaker	Topic	Date	Status	Meeting Date	
FHC-GR-1110	AD87110			Contraception	2003 Berlex Grand Rounds (FHCGRD-0103)	Completed	02/28/2003	
FHC-GR-1116	AD87116			Contraception	2003 Berlex Grand Rounds (FHCGRD-0103)	Completed	01/10/2003	
FHC-GR-7584				Contraception	2003 Berlex Grand Rounds (FHCGRD-0103)	Completed	01/17/2003	
FHC-CSC-7060	AD47056			Demystifying PMS: The Chemical/Hormonal Spectrum	2003 Berlex CSC Meeting (FHCSC-0103)	Completed	02/12/2003	
FHC-GR-7362	C057362			Contraception	2003 Berlex Grand Rounds (FHCGRD-0103)	Completed	02/10/2003	
FHC-GR-7362-2	C057362			Contraception	2003 Berlex Grand Rounds (FHCGRD-0103)	Completed	08/08/2003	
FHC-GR-7570	E027570			Contraception	2003 Berlex Grand Rounds (FHCGRD-0103)	Completed	03/05/2003	
FHC-GR-7062	AD47062			Reproductive Health Benefits Throughout the Lifecycle	2003 Berlex Grand Rounds (FHCGRD-0103)	Completed	06/27/2003	
FHC-PRO-4260	D024260			IUS: The Mirena Advantage	2003 Berlex Promotional Dinner Meeting (PRO-0103)	Completed	02/13/2003	
FHC-PRO-4260-3	D024260			IUS: The Mirena Advantage	2003 Berlex Promotional Dinner Meeting (PRO-0103)	Completed	02/18/2003	
1 2 3 4 5 6 7 8 9 10								
You can click on any column header to sort by that column.								
User: Project: LOGOUT								
Change Project Send Feedback Version: 1.1.1416.28009 Build Date: 11/17/2003 3:33:38 PM								

FIGURE 16

**My Programs** Request Program Alerts Program Allocations Budget Allocations Other Programs Speaker Training

## Reconciled

 [Export to Excel](#)

There are no programs of this status currently in your territory.

User: 1

Project: 201



Change Project

LOGOUT

[Send Feedback](#)

Version: 1.1.1389.20425

Build Date: 10/21/2003 12:20:50 PM

Figure 17

Home • Programs Speakers Topics Reports Profile Documents Help

All Programs

Postponed

Export to Excel

Meeting Code	Location	Room	Topic	Topic #	Date	Status	Meeting Date
BHC-GR-4155	B084155		Greater Contraceptive Choices for Enhancing Health			Postponed	05/20/2003
BHC-GR-7044	A037044		CONTRACEPTIVE OPTIONS: Customizing Contraceptives, II			Postponed	11/28/2003
BHC-CME-7168			Greater Contraceptive Choices for Enhancing Health-Related Quality of Life			Postponed	06/17/2003
BHC-CME-7208			Greater Contraceptive Choices for Enhancing Health-Related Quality of Life			Postponed	05/20/2003
BHC-CME-7078	A037038		Greater Contraceptive Choices for Enhancing Health-Related Quality of Life			Postponed	05/13/2003
BHC-CME-7438	D017438		Reproductive Health Benefits Throughout the Lifecycle			Postponed	09/02/2003
BHC-CME-7205-2	A084205		Reproductive Health Benefits Throughout the Lifecycle			Postponed	02/25/2004
BHC-GR-7388	C077388		Innovations in Contraceptive Technology (777)			Postponed	09/26/2003
BHC-CME-7502-2	D087502		Reproductive Health Benefits Throughout the Lifecycle			Postponed	08/14/2003
BHC-CME-7654	E077654		Greater Contraceptive Choices for Enhancing Health-Related Quality of Life			Postponed	08/29/2003

12

You can click on any column header.

You can click on any column header.

Send Feedback

Version: 1.1.1416.28009  
Build Date: 11/17/2003 3:33:38 PM

FIGURE 18

<a href="#">Home</a> <a href="#">Programs</a> <a href="#">Speakers</a> <a href="#">Topics</a> <a href="#">Reports</a> <a href="#">Profile</a> <a href="#">Documents</a> <a href="#">Help</a>									
<a href="#">My Programs</a> <a href="#">Search</a> <a href="#">Process Program</a> <a href="#">Print</a> <a href="#">Program Allocation</a> <a href="#">Sample Allocation</a> <a href="#">Other Programs</a> <a href="#">Site Map</a> <a href="#">Training</a>									
<b>Cancelled</b> <a href="#">Export to Excel</a>									
Meeting Code No.	Territory	Box	Speaker	Topic	Year	Meeting Name	Status	Meeting Date	
FHC-CSC-7068-2	A057088			Demystifying PMS: The Chemical/Hormonal Spectrum	2003	CSC Meeting (FHCCSC-0103)	Cancelled	05/28/2003	
FHC-GR-7114	A087114			Contraception	2003	Grand Rounds (FHCGRD-0103)	Cancelled	05/07/2003	
FHC-PRO-7390	C077390				2003	Promotional Dinner Meeting (PRO-0103)	Cancelled	02/21/2003	
FHC-CSC-7060-2	A047058			Demystifying PMS: The Chemical/Hormonal Spectrum	2003	CSC Meeting (FHCCSC-0103)	Cancelled	01/21/2003	
FHC-CSC-7060-3	A047058			Demystifying PMS: The Chemical/Hormonal Spectrum	2003	CSC Meeting (FHCCSC-0103)	Cancelled	02/27/2003	
FHC-CSC-7060-4	A047058			Demystifying PMS: The Chemical/Hormonal Spectrum	2003	CSC Meeting (FHCCSC-0103)	Cancelled	02/07/2003	
FHC-PRO-4260-2	D024260			IUS: The Mirena Advantage	2003	Promotional Dinner Meeting (PRO-0103)	Cancelled	01/31/2003	
FHC-CSC-7060	A077098			Demystifying PMS: The Chemical/Hormonal Spectrum	2003	CSC Meeting (FHCCSC-0103)	Cancelled	01/28/2003	
FHC-CSC-7098-3	A077098			Demystifying PMS: The Chemical/Hormonal Spectrum	2003	CSC Meeting (FHCCSC-0103)	Cancelled	02/04/2003	
FHC-GR-7098	A077098			Contraception	2003	Grand Rounds (FHCGRD-0103)	Cancelled	04/30/2003	
1 2 3 4 5 6									
You can click on any column header to sort by that column									
<a href="#">Send Feedback</a> Version: 1.1.1418.28009 Build Date: 11/17/2003 3:33:38 PM									

FILED 19

Home Programs Search Topics Reports Profile Documents Help

1-800-700-4370 • Fax: 800-225-4368

My Programs [Search](#) [Programs Requiring Eval](#) [All Programs](#) [Evaluating Programs](#) [Programs Requiring Eval](#)

### Programs Requiring Evaluation

[Export to Excel](#)

Program Code	Program Name	Status	Priority	Review Date	Review Date
CLRL-008	CPS	Completed	Noncontraceptive Benefits of Oral Contraceptives	Completed	11/20/2003

You can click on any column header to sort by that column.

[Change Projects](#)

Logout

Send Feedback

Version: 1.1.1416.20009  
Build Date: 11/17/2003 3:32:30 PM

FIGURE 20

Home -- Programs -- Speakers -- Topics -- Reports -- Profile -- Documents -- Help

Tel: 800-700-8200 - Fax: 800-205-0188

My Programs Search Request Program ~~Home~~ Budget Allocations ~~Event Programs~~ Speaker Training

**Introduction**

Requesting a new program involves completing a series of short forms with the relevant details for your program. You will begin by specifying the Meeting Type and Topic for your program. Once you have completed this first step your program request is automatically added to your *Pending Requests* list within *My Programs* allowing you to complete your program request at your convenience.

[Get Started](#)

[Send Feedback](#)

LOGOUT

Version: 1.1.1416.28009  
Build Date: 11/17/2003 3:33:38 PM

Figure 21A

Home -- Programs -- Speakers -- Topics -- Reports -- Profile -- Documents -- Help

Tel: 800-700-8200 - Fax: 800-205-0188

My Programs Search Request Program ~~Home~~ Budget Allocations ~~Event Programs~~ Speaker Training

**Program Initiation Form**

Meeting Type and Topic

First select the type of program desired, then choose a topic from the list below.

Type of Program:

Select Program Type

Program Topic:

AT topics will be available soon for Grand Rounds, Lunch and Learning and CME dinner programs.

Required

You may remove this program request from the system at any time prior to submission. Note: if you delete this request it is permanent and unrecoverable.

[Delete](#)

[Go to Next Step](#)

[Send Feedback](#)

LOGOUT

Version: 1.1.1416.28009  
Build Date: 11/17/2003 3:33:38 PM

Figure 21B

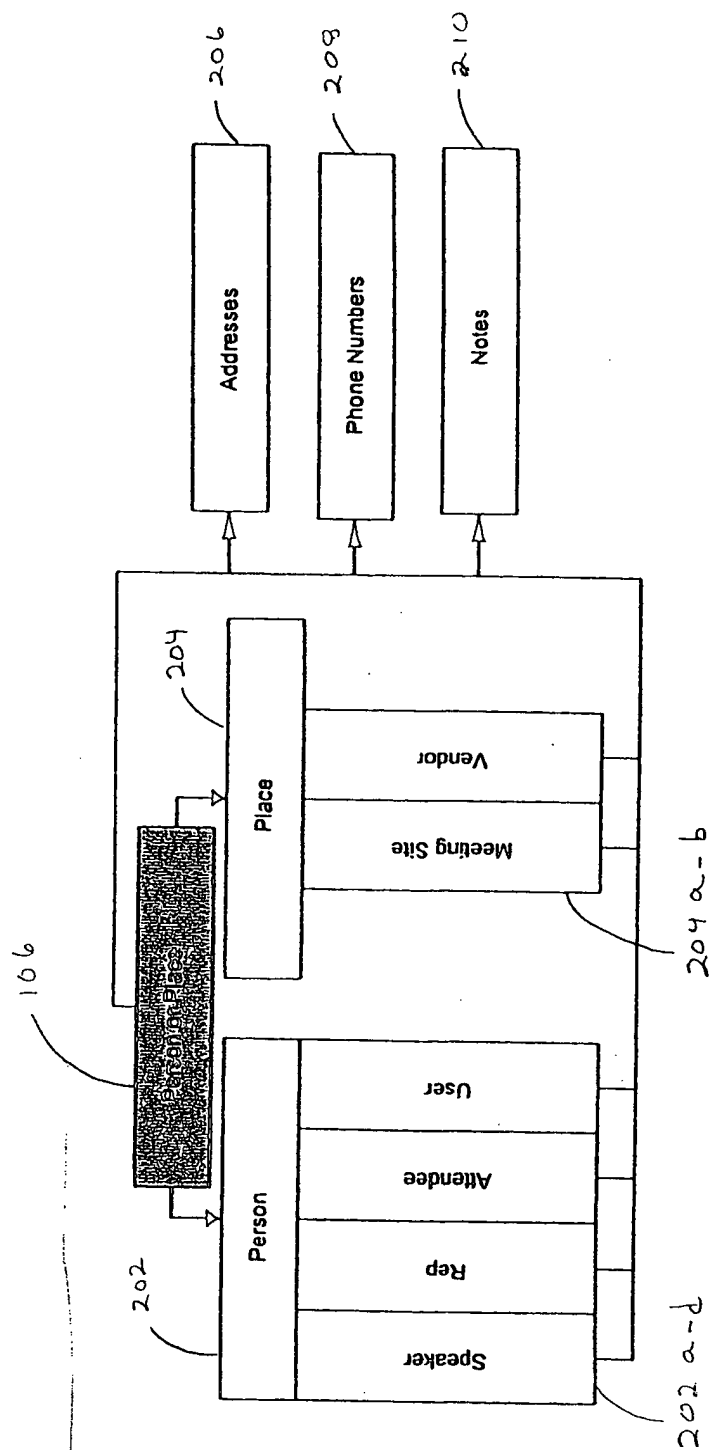
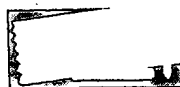


FIGURE 22

**\*\*FOR TRAINING PURPOSES ONLY\*\***

Good Morning



Step 1:	Select application mode: <input type="text" value="A"/>	303
Step 2:	Select an existing client or add a new one: <input type="text"/>	302
Step 3:	Select an existing brand or add a new one: <input type="text"/>	304
Step 4:	Select an existing project or add a new one: <input type="text"/>	306
	<input type="button" value="Previous"/> <input type="button" value="Next"/>	308

310

312

FIGURE 23



404

Internet Explorer

File Edit View Favorites Tools Help

Back Forward Stop Search Favorites History

Address

Main Menu Add Meeting Edit Meeting Profile Edit Reports Medicine Fulfillment Financial Admin

402

Add Meeting

414

Meeting Code:	<input type="text"/>	Meeting State:	<input type="text"/>
Meeting Date:	<input type="text"/>	Meeting Time:	<input type="text"/>

406

410

412

408

FIGURE 24

## Meeting Type and Topic

The first step in adding a meeting is to choose a Meeting Type and Topic.

The screenshot displays a web application interface for requesting a program. The top navigation bar includes links for Home, Programs, Speakers, Topics, Reports, Profile, Documents, and Help. Below this, a secondary navigation bar shows My Programs, Search, Request Program (active), Alerts, Budget Allocations, Other Programs, and Special Training. The main content area is titled 'Program Information Form' and contains several sections. The 'Meeting Type and Topic' section is highlighted, showing a dropdown menu for 'Type of Program' with 'Z' selected. Below this, there are two radio button options for 'Program Topic': 'Medical Approach to Managing Abnormal Uterine Bleeding' and 'Non-contraceptive Benefits of Oral Contraceptives - The Basis for Individual Choice'. A note states: 'All topics will be available soon for Grand Rounds, Lunch and Learning and CME dinner programs.' At the bottom of the form, there is a 'Required' label and a 'Go to Next Step' button. On the left side of the form, there is a 'Delete' button and a message: 'You may remove this program request from the system at any time prior to submission. Note: If you delete this request it is permanent and unrecoverable.' The bottom of the page features a 'Logout' link, a 'Send Feedback' link, and version/build information: 'Version: 1.1.1416.28009' and 'Build Date: 11/17/2003 3:33:38 PM'.

Home • Programs Speakers Topics Reports Profile Documents Help

My Programs Search **Request Program** Alerts Budget Allocations Other Programs Special Training

**Program Information Form**

**Meeting Type and Topic**

Budget Accountability

Target Audience

Primary Date

Speaker Information

Date and Time

Venue Information

Additional Venue Information

Add Venue

Program Case

Additional Notes

Finish

**Required**

You may remove this program request from the system at any time prior to submission. Note: If you delete this request it is permanent and unrecoverable.

Delete

First select the type of program desired, then choose a topic from the list below.

**Type of Program:**

Z

**Program Topic:**

☐ Medical Approach to Managing Abnormal Uterine Bleeding

☐ Non-contraceptive Benefits of Oral Contraceptives - The Basis for Individual Choice

All topics will be available soon for Grand Rounds, Lunch and Learning and CME dinner programs.

**Required** Go to Next Step

Logout

Send Feedback

Version: 1.1.1416.28009  
Build Date: 11/17/2003 3:33:38 PM

FIGURE 25

## Budget Accountability

Budget accountability can be assigned to one or more reps on the Budget Accountability page.

Home -- Programs -- Speakers -- Topics -- Reports -- Profile -- Documents -- Help

My Programs Search Request Program Alerts Budget Allocations Other Programs Speaker Training

**Program Initiation Form**

☐ Marketing Type and Topics

☒ Budget Accountability

☒ Target Audience

☒ Primary Driver

☒ Speaker Information

☒ Date and Time

☒ Venue Information

☒ Additional Venue Information

☒ Audio Visual

☒ Program Costs

☒ Additional Notes

☐ Finish

**\* Required**

You may remove this program request from the system at any time prior to submission. Note: If you delete this request it is permanent and unrecoverable.

If you need to share the cost of a program with other territories, you may do so by adding additional reps and assigning a percentage of the budget they will be responsible for. The total budget allocation must equal 100% before you may submit the program request.

To add a rep, click on the Search for Rep button. You can remove a rep from the program by clicking on the red X. To change the budget percentage, click on the Edit link. Enter the desired percentage in the text box, then click Update. You can undo changes by clicking on Cancel.

If you would like to evenly distribute the budget allocation amongst all of the reps, click on the Auto Allocate button.

	Rep Name	Territory	Budget %	
X			100.0000	Edit
			Total: 100	

Required

User:

[Send Feedback](#)

Version: 1.1.1416.28009  
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FIGURE 26

### Target Audience

The following page allows users to designate the number of attendees, the target audience type, and specific targeted medical professionals.

[illegible]

**Send Feedback**

PROJECT [ ]  
LOGOUT

Version: 1.1.1416.28009  
Build Date: 11/17/2003 3:33:38 PM

FIGURE 27

## Driving Factors

The meeting must be assigned a primary driving factor. This can be a speaker, date, or location. This determines the meetings "driving factors". Secondary and Tertiary driving factors can be designated.

The screenshot shows a web application interface with a navigation bar at the top containing links: Home, Programs, Speakers, Topics, Reports, Profile, Documents, and Help. Below the navigation bar is a sub-menu with links: My Programs, Search, Request Program, Alerts, Budget Allocations, Other Programs, and Speaker Training. The main content area is titled 'Program Information Form' and contains several sections:

- Program Information Form**: A list of fields including Meeting Type and Topic, Budget Accountability, Target Audience, Primary Driver, Speaker Information, Date and Time, Venue Information, Additional Venue Information, Additional Notes, Program Costs, and a Finish button.
- Required**: A section with a note: 'You may remove this program request from the system at any time prior to submission. Note: If you delete this request it is permanent and unrecoverable.' Below this is a 'Delete' button.
- Driving Factors**: A section titled 'Please rank these items in order of importance' with three dropdown menus: Primary Driver (set to 'Speaker'), Secondary Driver (set to '- Select Driver -'), and Tertiary Driver (set to '- Select Driver -'). Below these is a warning: 'COGENIX will not move on to an alternate selection for the primary program driver without contacting you first.'
- Go to Next Step**: A button at the bottom right of the form.

FIGURE 28

## Speaker Information

This page lets the user choose the meeting speaker.

Home | Programs | Speakers | Topics | Reports | Profiles | Documents | Help

My Programs | Search | Request Program | Alerts | Budget Allocations | Other Programs | Speaker Training

### Program Definition Form

Use the tabs on the left to navigate between the different sections of the form.

- Program Type and Topic
- Budget Accountability
- Target Audience
- Primary Owner
- Speaker Information
- Dates and Time
- Venue Information
- Additional Venue Information
- Program Costs
- Additional Notes
- Final

**Required**

You may remove this program request from the system at any time prior to submission. Note: If you delete this request it is permanent and unrecoverable.

Specify a Preferred speaker and 2 Alternate Speakers below. Click on Select Speaker to find the desired speaker. Click on Remove Speaker to remove that speaker from your list of choices. Click on the speaker name to view speaker information.

After you add a speaker, click on the checkbox if the speaker is confirmed. This will determine the confirmed expenses for this program.

Choice	Speaker Name	Confirmed	Remove Speaker
Preferred Speaker		<input checked="" type="checkbox"/>	<input type="button" value="Remove Speaker"/>
Alternate Speaker #1		<input checked="" type="checkbox"/>	<input type="button" value="Remove Speaker"/>
Alternate Speaker #2		<input checked="" type="checkbox"/>	<input type="button" value="Remove Speaker"/>
Confirm Program			

Rec: 12/1/11

FIGURE 29

## Request Program: Date and Time

The date and time are set using this page.

The screenshot shows a web application interface for requesting a program. At the top is a navigation bar with links: Home, Programs, Speakers, Topics, Reports, Profile, Documents, and Help. Below this is a sub-navigation bar with links: My Programs, Search, Request Program (highlighted), Alerts, Budget Allocation, Other Programs, and Speaker Training. The main content area is titled 'Program Initiation Form' and contains a sidebar with a list of form sections: Meeting Type and Title, Budget Allocation, Target Audience, Primary Drive, Speaker Information, Date and Time (selected), Venue Information, Additional Venue Information, Audio Visual, Program Code, Additional Notes, and Print. The 'Date and Time' section is expanded, showing fields for Preferred Date (2/26/2004), 2nd Choice (2/27/2004), and 3rd Choice (empty). Below these are fields for Start Time (07:00) and Estimated End Time (08:30), both with PM selected. The Meeting Type is set to Dinner. A 'Required' section contains a warning: 'You may remove this program request from the system at any time prior to submission. Note: If you delete this request it is permanent and unrecoverable.' and a 'Delete' button. At the bottom right is a 'Go to Next Step' button.

Home • Programs Speakers Topics Reports Profile Documents Help

My Programs Search Request Program Alerts Budget Allocation Other Programs Speaker Training

**Program Initiation Form**

- Meeting Type and Title
- Budget Allocation
- Target Audience
- Primary Drive
- Speaker Information
- Date and Time**
- Venue Information
- Additional Venue Information
- Audio Visual
- Program Code
- Additional Notes
- Print

**Date and Time**

Preferred Date: 2/26/2004 2nd Choice: 2/27/2004 3rd Choice:

Start Time: 07:00 PM

Estimated End Time: 08:30 PM

Meeting Type: Dinner

**\* Required**

You may remove this program request from the system at any time prior to submission. Note: If you delete this request it is permanent and unrecoverable.

Delete

Required Go to Next Step

FIGURE 30

## Venue

The meeting venue and contact information are recorded on this page.

Home Programs Speakers Topics Reports Profile Documents Help

My Programs Search Request Program Alerts Budget Appropriations Bill of Materials Speaker Training

### Program Initiation Form

Meeting Type and Topic  
Budget Appropriability  
Target Audience  
Primary Driver  
Special Information  
Date and Time  
Venue Information  
Additional Venue Information  
Audio/Visual  
Program Costs  
Additional Notes  
Finish

**\* Required**

You may remove this program request from the system at any time prior to submission. Note: If you delete this request it is permanent and unrecoverable.

Specify a Preferred Venue and an Alternate Venue below. Click on (Select Venue) to find the preferred venue. Click on (Remove Venue) to remove that venue from your list of choices. You can modify the contact information for this venue.

1st Choice: Cafe Parizade   
Address: Erwin Square   
City, State, Zip: Durham NC 27705  
Contact Name:   
Phone: (919) 286-9712  
FAX: (919) 416-9706  
E-mail:

2nd Choice:    
Address:    
City, State, Zip:     
Contact Name:   
Phone:   
FAX:   
E-mail:

Venue Notes:

**\* Required**

[Send Feedback](#)

Version: 1.1.1416.28009  
Build Date: 11/17/2003 3:33:38 PM

FIGURE 31



## Request Program: Additional Venue

Additional venue details can be designated on this page.

Home • Programs • Speakers • Topics • Reports • Profile • Documents • Help

My Programs Search Request Program Alerts Budget Allocations Other Programs Speaker Training

### Program Initiation Form

Meeting Type and Topic	
Budget Accountability	
Target Audience	
Primary Driver	
Speaker Information	
Date and Time	
Venue Information	
Additional Venue Information	
Audio/Visual	
Program Costs	
Additional Notes	
Finish	

**\* Required**

You may remove this program request from the system at any time prior to submission. Note: If you delete this request it is permanent and unrecoverable.

[Delete](#)

**Private Room?** ☐ Yes ☐ No

**Has a reservation already been made?** ☐ Yes ☐ No

**Reservation**

**Meal Preferences**

☒ Buffet ☐ Beer, wine, and soda only

☒ Plated ☐ Drinks based on consumption

☒ 1/2 hour cocktail reception at meeting start time

**Room Setup**

☐ U-Shape ☐ Classroom ☐ Banquet

☐ Conference ☐ Theatre

**Registration table required?** ☐ Yes ☐ No

**Catered Event?** ☐ Yes ☐ No

**Caterer name and contact info**

**\* Required** [Go to Next Step](#)

[Send Feedback](#)

Version: 1.1.1416.28009  
Build Date: 11/17/2003 3:33:38 PM

FIGURE 32

## Audio/Visual Requirements

Users can record AV needs with this page.

The screenshot shows a web-based form titled "Program Initiation Form". The form is divided into several sections. On the left, there is a sidebar with a list of tabs: "Meeting Type and Topic", "Budget Appropriability", "Target Audience", "Primary Driver", "90x90x Information", "Date and Time", "Venue Information", "Additional Venue Information", "Audio/Visual", "Program Code", "Additional Notes", and "Filing". The "Audio/Visual" tab is currently selected. The main content area contains a "Required" section with a list of AV equipment and their costs, each with a checkbox. The list includes: 35mm Slide Projector \$125, Flip Chart/Markers \$45, Hand Microphone \$40, Laser Pointer \$70, Laydown Microphone \$95, LCD Projector \$400, Other \$0, Overhead Projector \$50, Podium \$180, Podium & Microphone \$125, Tripod Screen \$40, TV/VCR \$250, and Wireless Microphone \$95. There is also a "None needed, will provide own AV \$0" option. Below the list is an "AV Notes" section with a text input field and an "Add New Note" button. At the bottom of the form, there is a "Required" label and a "Go to Next Step" button. The form is set against a dark, textured background.

Home • Programs Speakers Topics Reports Profile Documents Help

By Programs Search Request Program Edit: Budget Appropriability Other Programs Speaker Training

**Program Initiation Form**

Meeting Type and Topic  
Budget Appropriability  
Target Audience  
Primary Driver  
90x90x Information  
Date and Time  
Venue Information  
Additional Venue Information  
Audio/Visual  
Program Code  
Additional Notes  
Filing

**Required**

You may remove this program request from the system at any time prior to submission. Note: If you delete this request it is permanent and unrecoverable.

Delete

All representatives are required to bring a laptop with a floppy drive to all programs.

Check all that apply:

<input checked="" type="checkbox"/> 35mm Slide Projector \$125	<input type="checkbox"/> Other \$0
<input checked="" type="checkbox"/> Flip Chart/Markers \$45	<input type="checkbox"/> Overhead Projector \$50
<input checked="" type="checkbox"/> Hand Microphone \$40	<input type="checkbox"/> Podium \$180
<input type="checkbox"/> Laser Pointer \$70	<input type="checkbox"/> Podium & Microphone \$125
<input type="checkbox"/> Laydown Microphone \$95	<input type="checkbox"/> Tripod Screen \$40
<input type="checkbox"/> LCD Projector \$400	<input type="checkbox"/> TV/VCR \$250
<input checked="" type="checkbox"/> None needed, will provide own AV \$0	<input type="checkbox"/> Wireless Microphone \$95

AV Notes

Add New Note

Required Go to Next Step

Send Feedback

Version: 1.1.1416.28009  
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FIGURE 33

## Program Costs

The application displays program costs.

Home Programs Speakers Topics Reports Profile Documents Help

My Programs Search Request Program Alerts Budget Allocations Other Programs Speaker Training

**Program Initiation Form:**

Field	Budget Category	Estimated Cost
Meeting Type and Topic	Speaker Honoraria	\$1,500.00
Budget Accountability	Speaker Expenses	\$1,000.00
Target Audience	Meeting Expenses	\$1,000.00
Primary Driver	AV Expenses	\$0.00
Speaker Information	CME Fees	\$527.00
Date and Time	<b>Total</b>	<b>\$4,027.00</b>
Venue Information		
Additional Venue Information		
Audio/Visual		
Program Costs		
Additional Notes		
Finish		

**Required**

You may remove this program request from the system at any time prior to submission. Note: If you delete this request it is permanent and unrecoverable.

**Required**

[Send Feedback](#)

Version: 1.1.1416.28009  
Build Date: 11/17/2003 3:33:38 PM

FIGURE 34

## Additional Notes

Users can record general notes relating to the meeting.

The screenshot shows a web application interface for 'Request Program'. The top navigation bar includes links for Home, Programs, Speakers, Topics, Reports, Profile, Documents, and Help. Below this, a sub-navigation bar contains 'My Programs', 'Search', 'Request Program' (highlighted), 'Alerts', 'Budget Allocations', 'Other Programs', and 'Speaker Training'. The main content area is divided into two sections. On the left is a 'Program Initiation Form' sidebar with a list of fields: Meeting Type and Topic, Budget Accountability, Target Audience, Primary Drive, Speaker Information, Date and Time, Venue Information, Additional Venue Information, Audio/Visual, Program Costs, Additional Notes, and Finish. The 'Additional Notes' field is currently selected. The main content area on the right features a large text input field with an 'Add New Note' button in the top right corner. At the bottom of the main content area, there is a 'Required' label and a 'Go to Next Step' button. A 'Delete' button is located in the bottom left corner of the main content area.

[Send Feedback](#)

Version: 1.1.1416.28009  
Build Date: 11/17/2003 3:33:38 PM

FIGURE 35

## Summary/Submit

Home	Programs	Speakers	Topics	Reports	Profile	Documents	Help
My Programs	Search	Request Program	Alerts	Budget Allocations	Other Programs	Speaker Training	

**Program Initiation Form**

- Meeting Type and Topic
- Budget Accountability
- Target Audience
- Primary Officer
- Speaker Information
- Date and Time
- Venue Information
- Additional Venue Information
- Audio/Video
- Program Costs
- Additional Notes
- Finish

Please review the information in your program request. Once the request is submitted, an email notification will be sent to your DM for approval. At this point you will not be able to make further changes to this request.

**Submit Program Request**

---

**Meeting Code:** ECME-0000000-3

**Topic:** Medical Approach to Managing Abnormal Uterine Bleeding

**Type:** 3

---

**Program Date:** 02/26/2004

**Program Time:** 7:00PM

**Notes:** Show/Hide Notes

---

**Description:** Medical Approach to Managing Abnormal Uterine Bleeding

**Estimated Attendance:** 10

**Actual Attendance:** 0

**Attendance Notes:** Show/Hide Notes

---

**Meeting Packet Sent:**

**Meeting Packet Tracking #:**

**Invitations Mailed:**

**Roaster Returned:**

---

**Venue:** Cafe Parzade

**Address:** Erwin Square  
Durham, NC 27705

**Contact:** Phone: (919) 286-9712  
Fax: (919) 416-9706  
Email:

**Venue Notes:** Show/Hide Notes

---

**Additional Information:**

Private Room? Yes

Has a reservation already been made? No

Reservation

---

**Meal Preferences:** Planned  
1/2 hour cocktail reception at meeting start time

**Required**

You may remove this program request from the system at any time prior to submission. Note: If you delete this request it is permanent and unrecoverable.

**Delete**

FILED 36

502

CHURCH OF CHRIST 2001 DIABETIC DINNER MEETINGS - Microsoft Internet Explorer

File Edit View Favorites Tools Help

Address: [Redacted]

Site: Church of Christ Edit Meeting Profile Edit Reports Mediate Enrollment

**Edit Meeting** (Main) (View) (Print) (Export) (Import) (Cancel)

Meeting Code:	GLX-F3F-3	Meeting Status:	In Progress
Meeting Type:	Promotional	Meeting Date:	1/25/2002
Meeting Format:	Dinner Meeting		
Meeting Topic:	Type II Diabetes		
Meeting Time:	6:30 PM	Date Request Received:	12/19/2001
Active Host:		Host VoiceMail:	
Active AHM Contact:		Active Attended Point Person:	
Active Moderator:		Target Notified:	NO
Date / Day Packet Sent:		Date Invitation Mailed:	
7 Day Packet Tracking Number:		Date Attendance Roster Returned:	
Feedback Report Received:	NO	Gift Certificate Requested:	
Meeting Notes:			
Location Number:		Contact Location Description:	
Speaker Information			

Done

Start [Icons] [Inbox] [Training] [Meeting] [Microsoft] [Meeting] 10:19 AM

504  
506  
508  
512  
518  
520  
550  
552  
558  
524  
560

510  
514  
576  
522  
554  
556  
526

FIGURE 37

524

602

612

618

604

610

614

616

606

FIGURE 38

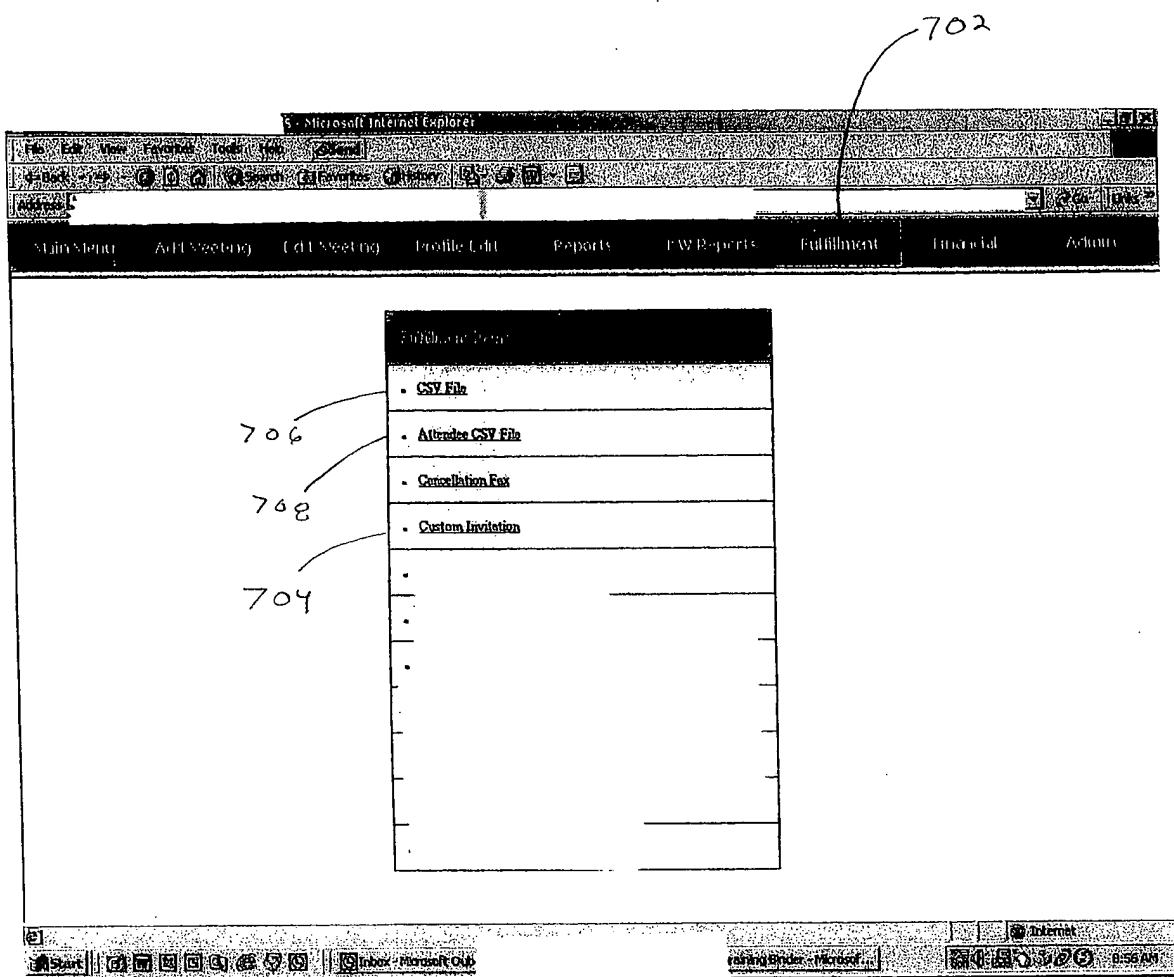


Figure 39



My Programs   Request Program   **Alerts**   Program Allocations   Budget Allocations   Other Programs   Speaker Training

Figure 40

Meeting Code	Meeting Date	Alert Date	Alert	Note
FHC-PRO-4085-2	10/30/2003	10/31/2003	Program Evaluation Required	<p>This e-mail is to notify you that your program has been completed. To assist us in evaluating the effectiveness of this activity and to make recommendations for future educational offerings, please take a few moments to complete the program evaluation form. Your response will help ensure that future programs are informative and meet the educational needs of our customers.</p> <p>To ensure that the program evaluation forms are completed in a timely manner, it is required that you fill out the forms before you may request any new programs. Thank you for your cooperation.</p> <p>Please click on the link below to complete the Program Evaluation form.  <a href="#">meeting_id=&amp;section=evaluation</a></p> <p>If you have any questions please call 90.</p>
FHC-CME-7266-2	10/30/2003	10/31/2003	Program Evaluation Required	<p>This e-mail is to notify you that your program has been completed. To assist us in evaluating the effectiveness of this activity and to make recommendations for future educational offerings, please take a few moments to complete the program evaluation form. Your response will help ensure that future programs are informative and meet the educational needs of our customers.</p> <p>To ensure that the program evaluation forms are completed in a timely manner, it is required that you fill out the forms before you may request any new programs. Thank you for your cooperation.</p> <p>Please click on the link below to complete the Program Evaluation form.  <a href="#">meeting_id=&amp;section=evaluation</a></p> <p>If you have any questions please call 9290.</p>
FHC-CME-7268-2	10/30/2003	10/31/2003	Program Evaluation Required	<p>This e-mail is to notify you that your program has been completed. To assist us in evaluating the effectiveness of this activity and to make recommendations for future educational offerings, please take a few moments to complete the program evaluation form. Your response will help ensure that future programs are informative and meet the educational needs of our customers.</p> <p>To ensure that the program evaluation forms are completed in a timely manner, it is required that you fill out the forms before you may request any new programs. Thank you for your cooperation.</p> <p>Please click on the link below to complete the Program Evaluation form.  <a href="#">meeting_id=&amp;section=evaluation</a></p> <p>If you have any questions please call</p>
				<p>This e-mail is to notify you that your program has been completed. To assist us in evaluating the effectiveness of this activity and to make recommendations for future educational offerings, please take a few moments to complete the program evaluation form. Your response will help ensure that future programs are informative and meet the educational needs of our customers.</p> <p>To ensure that the program evaluation forms are completed in a timely manner,</p>

Area	Yasmin CSC				Mirena			
	Allocated	In Progress	Completed	Still Available	Allocated	In Progress	Completed	Still Available
A	39	0	35	4	11	1	9	1
B	36	0	34	2	9	2	11	-4
C	34	0	31	3	9	0	9	0
D	24	0	24	0	9	0	10	-1
E	21	0	20	1	12	0	7	5
<b>Total</b>	<b>154</b>	<b>0</b>	<b>144</b>	<b>10</b>	<b>50</b>	<b>3</b>	<b>46</b>	<b>1</b>

User:

Project:  **Change Project**  
 LOGOUT

[Send Feedback](#)

Version: 1.1.1389.20425  
 Build Date: 10/21/2003 12:20:50 PM

Figure 4/

[My Programs](#)
[Request Program](#)
[Alerts](#)
[Program Allocations](#)
[Budget Allocations](#)
[Other Programs](#)
[Speaker Training](#)

This tab will allow Region and District Managers to allocate funds to their Territories. For Reps, it will show the history of funds transfer.

Region/District/Territory	Description	Rep	Unallocated	+	Unallocated Districts	+	Allocated	=	Sub Total	Transfer	History
*ALL*	Total 2003 Budget		\$0	+		+		=	\$0		<a href="#">History</a>
A	FHC East Reg - A		\$0	+	\$359,256	+	-\$6,101	=	\$353,155		<a href="#">History</a>
B	FHC South Reg - B		\$0	+	\$331,177	+	\$6,110	=	\$337,287		<a href="#">History</a>
C	FHC Central Reg - C		\$0	+	\$253,590	+	\$6,419	=	\$260,009		<a href="#">History</a>
D	FHC West Reg - D		\$0	+	\$227,364	+	\$24,595	=	\$251,959		<a href="#">History</a>
E	FHC Region	on	\$0	+	\$280,655	+	\$31,211	=	\$311,866		<a href="#">History</a>
M	FHC Marketing		\$178,381	+	\$0	+	\$0	=	\$178,381	<a href="#">Transfer</a>	<a href="#">History</a>
Total			\$178,381	+	\$1,452,042	+	\$62,234	=	\$1,692,657		

User:

Project:  [Change Project](#)  
 LOGOUT

[Send Feedback](#)

Version: 1.1.1389.20425  
 Build Date: 10/21/2003 12:20:50 PM

Figure 42

## NPWH 6th Annual Conference

### Women's Healthcare

*From Adolescence through Menopause*

October 15, 2003

Savannah, Georgia

[Download Brochure \(523 KB\)](#)

[Savannah](#)
[October 15th](#)
[Registration List as of 9/29/03](#)

## Attendance Data and Program Evaluation Summary

Advances in Contraception: Choices to Improve Quality of Life				
For Statistical Analysis Only! Not to be used for promotional or follow up purposes by sales or marketing.				
Minneapolis	June 11th	Attendance Data	Program Evaluation Summary	CME Evaluation Summary
Boston	June 12th	Attendance Data	Program Evaluation Summary	CME Evaluation Summary
Atlanta	June 19th	Attendance Data	Program Evaluation Summary	CME Evaluation Summary
Dallas	September 10th	Attendance Data		
Santa Monica	September 16th	Attendance Data		
Metabolic Markers: Understanding your Patient's Risk for CHD				
For Statistical Analysis Only! Not to be used for promotional or follow up purposes by sales or marketing.				
Paradise Valley (Phoenix)	June 19th	Attendance Data	Program Evaluation Summary	

User:

Project:

LOGOUT

[Change Project](#)

Figure 43

[Send Feedback](#)

Version: 1.1.1389.20425  
 Build Date: 10/21/2003 12:20:50 PM

My Programs   Request Program   Alerts   Program Allocations   Budget Allocations   Other Programs   **Speaker Training**

## Speaker Training Attendance Data

City	Training Dates	Attendance Data	Date Posted	Upload
San Francisco	January 9th-11th	<a href="#">Attendance Data</a>	10/31/2003	<input type="text"/> <a href="#">Browse...</a>
Houston	January 16th-18th	<a href="#">Attendance Data</a>	10/31/2003	<input type="text"/> <a href="#">Browse...</a>
Chicago	January 23rd-25th	<a href="#">Attendance Data</a>	10/31/2003	<input type="text"/> <a href="#">Browse...</a>
Boston	January 30th-February 1st	<a href="#">Attendance Data</a>	10/31/2003	<input type="text"/> <a href="#">Browse...</a>
Miami	February 6th-8th	<a href="#">Attendance Data</a>	10/31/2003	<input type="text"/> <a href="#">Browse...</a>

[Upload](#)

User:

Project:  [Change Project](#)  
 LOGOUT


[Send Feedback](#)

Version: 1.1.1389.20425  
 Build Date: 10/21/2003 12:20:50 PM

Figure 44

Search Nominate Speaker

Select your search criteria below

Last Name	First Name
<input type="text"/>	<input type="text"/>
City	State
<input type="text"/>	-- State -- 

☐ Search for speakers in my region

Specialty

Topic Type

☐ OB/GYNs

☐ Contraception

☐ Nurse Practitioners

☐ IUS

☐ Physician Assistant

☐ HT

☐ PharmD

☐ Other

Search

New Search

User:

Project:   
LOGOUT

Change Project

[Send Feedback](#)

Version: 1.1.1389.20425  
Build Date: 10/21/2003 12:20:50 PM

Figure 45

Promotional CSC CME

## Promotional Topics - Approved

IUS: ge

 [Download document](#)

### Needs Assessment:

Despite a variety of available contraceptive methods in the U.S., an alarmingly high rate of unintended pregnancy persists. One of these methods, the intrauterine device, has been proven to be an extremely effective tool. Its use, however, has been hampered in the past by several myths and misperceptions that linger in the minds of patients and physicians alike. With the advent of a newer levonorgestrel-releasing intrauterine system (LNG-IUS), there is a strong need for educational activities that will reinforce its proper use and lead to better outcomes in fertility control.

### Learning Objectives:

- Review the overall intended pregnancy rate in the U.S. and worldwide pregnancy rates associated with specific birth control methods and sterilization
- Discuss usage patterns for various contraceptive methods
- Compare the mechanism of action of intrauterine versus oral contraception
- List the potential benefits and risks of using an intrauterine system (IUS)
- Describe the pharmacologic characteristics of a levonorgestrel-containing intrauterine contraceptive) with respect to plasma concentrations and changes in the endometrium
- Discuss the significance of various changes in bleeding patterns with
- Outline discussion points needed for patient counseling methods
- Use the components of the counseling Kit appropriately
- Explain when and how to insert
- Recognize signs of, and subsequently manage, IUS complications
- Understand the critical steps involved in the counseling process (coverage, coding, and payment)

User:

[Send Feedback](#)

Project:

[Change Project](#)

LOGOUT

Version: 1.1.1389.20425  
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Figure 46

**\*\*FOR TRAINING PURPOSES ONLY\*\***

Good Morning

Step 1:	Select application mode: <input type="text"/>
Step 2:	Select an existing client or add a new one: <input type="text"/>
Step 3:	Select an existing brand or add a new one: <input type="text"/>
Step 4:	Select an existing project or add a new one: <input type="text" value="2001 Dialogue Dinner Meetings"/>
	<input type="button" value="Previous"/> <input type="button" value="Next"/>

FIGURE 47



Meeting Li'											
View Meeting Requests (0)											
Meeting Code: 918 920											
Mtg Code	Date/Time	Status	Host	App	Moderator	Speaker #1	Speaker #2	Speaker #3	City/State	Venue	AV
<input checked="" type="checkbox"/> GLX-J1A-2	10/16/2001 6:30:00 PM	Completed							Princeton, MA	Sonoma Restaurant	
<input checked="" type="checkbox"/> GLX-F1E	12/4/2001 6:30:00 PM	Completed							Boston, MA	Laurel Restaurant	
<input checked="" type="checkbox"/> GLX-J5E-2	9/21/2001 6:00:00 PM	Completed	ff						Mokena, IL	Mr. Benny's Restaurant	
<input checked="" type="checkbox"/> GLX-F3F-3	1/25/2002 7:00:00 PM	Completed							Spartanburg, SC	The Peddler	American Rental
<input checked="" type="checkbox"/> GLX-J6D-2	11/1/2001 6:30:00 PM	Completed							Oklahoma City, OK	Pearl's Restaurant	Cory's
<input checked="" type="checkbox"/> GLX-J6E-2	11/27/2001 12:00:00 PM	Completed							Fort Worth, TX	Fort Worth Clinic	
<input checked="" type="checkbox"/> GLX-J6F-2	10/16/2001 6:30:00 PM	Completed	ohn						Pittsburg, TX	Carson House Inn and Grille	
<input checked="" type="checkbox"/> GLX-J6H-2	10/11/2001 6:30:00 PM	Completed	ig						San Antonio, TX	Biga on the Banks	
<input checked="" type="checkbox"/> GLX-J7B-2	10/16/2001 6:30:00 PM	Cancelled							Anchorage, AK	Sullivan's Steakhouse	
<input checked="" type="checkbox"/> GLX-F5B-3	2/21/2002 7:30:00 AM	Set-up complete								In Progress	
<input checked="" type="checkbox"/> GLX-F3F-2	2/1/2002 6:30:00 PM	Completed							Union, SC	The home of Vivian Clark, MD	American Rental
<input checked="" type="checkbox"/>	9/20/2001								Kapolei,	J.W. Marriott	

02/14/2002

http

Figure 4B

## Request List

Qualified personnel use this request list to access meeting requests awaiting approval.

Home

Programs

Speakers

Topics

Reports

Profile

Documents

Help

My Programs

Search

Request Program

Alerts

Budget Allocations

Other Programs

Speaker Training

Request Submitted for Approval

Export to Excel

Meeting Code	Territory	Rep	Speaker	Topic	Link	Status	Meeting Date	Requested
<a href="#">F-CME-0000009-3</a>		St	J T	Medical Approach to Managing Abnormal Uterine Bleeding		Request Submitted for Approval	02/26/2004	11/24/2003 11:08:04 AM
<a href="#">F-GR-B014035</a>	B014035	Gr	ia C M	Topic B		Request Submitted for Approval	02/25/2004	11/19/2003 4:05:01 PM
<a href="#">F-GR-B014035-2</a>	B014035	Gr	ia C M	IUS		Request Submitted for Approval	02/26/2004	11/19/2003 4:18:07 PM
<a href="#">F-LNL-B014035</a>	B014035	Gr	ia C M	Abnormal Menstrual Bleeding: Diagnosis and Treatment		Request Submitted for Approval	02/25/2004	11/19/2003 4:36:46 PM
<a href="#">F-CME-A077108</a>	A077108	Ct	y A L	Noncontraceptive Benefits of Oral Contraceptives - The Basis for Individual Choice		Request Submitted for Approval	02/18/2004	11/14/2003 2:18:18 PM
<a href="#">F-LNL-D044170</a>	D044170	La TV	I, A	Abnormal Menstrual Bleeding: Diagnosis and Treatment	in	Request Submitted for Approval	02/05/2004	11/16/2003 11:29:15 PM
<a href="#">F-LNL-D044170-2</a>	D044170	La TV	I, A	Abnormal Menstrual Bleeding: Diagnosis and Treatment	in	Request Submitted for Approval	03/05/2004	11/16/2003 11:55:08 PM
<a href="#">F-CME-D044170-5</a>	D044170	La TV	I, C F	Medical Approach to Managing Abnormal Uterine Bleeding		Request Submitted for Approval	04/12/2004	11/2/2003 10:52:33 PM
<a href="#">F-CME-A077104</a>	A077104	Ki	rey J S	Noncontraceptive Benefits of Oral Contraceptives - The Basis for Individual Choice		Request Submitted for Approval	03/30/2004	11/14/2003 2:37:59 PM
<a href="#">F-CME-B027174</a>	B027174	W	lla S	Noncontraceptive Benefits of Oral Contraceptives - The Basis for Individual Choice	ia	Request Submitted for Approval	03/09/2004	11/18/2003 10:58:50 PM
1								

You can click on any column header to sort by that column

FIGURE 49

## Program Details

Qualified personnel use this page to view the details of a requested meeting. If the meeting is OK, the approver will click **Approve Request**.

Home Programs Speakers Topics Reports Profile Documents Help

My Programs Search Request Program Detail Alerts Budget Allocation Other Programs Schedule Training

**Program Information**

Program Details  
Budget Information  
Expense Details  
Attendance Roster  
Print/Inclusions  
Evaluation

Review the following program request.

Select **Approve Request** and this program will be forwarded to the meeting coordinator at:

**Approve Request**

Select **Reject Request** and this program will be returned to the requester. Enter the reason the requested was rejected.

Reason:

**Reject Request**

**Meeting Code:** F-CME-00000003  
**Topic:** Medical Approach to Managing Abnormal Uterine Bleeding  
**Type:**

**Program Date:** 02/26/2004  
**Program Time:** 7:00PM  
**Notes:** Show/Hide Notes

**Description:** Medical Approach to Managing Abnormal Uterine Bleeding  
**Estimated Attendance:** 10  
**Actual Attendance:** 0  
**Attendance Notes:** Show/Hide Notes

**Meeting Packet Sent:**  
**Meeting Packet Tracking #:**  
**Invitations Mailed:**  
**Roster Returned:**

**Venue:**  
**Address:** Erwin Square  
Durham, NC 27705  
**Contact:**  
Phone:  
Fax (0):  
Email:  
**Venue Notes:** Show/Hide Notes

**Additional Information:**  
Private Room? Yes  
Has a reservation already been made? No  
Reservation:  
Meal Preferences: Plated  
1/2 hour cocktail reception at meeting start time  
Room setup: U-Shape

FIGURE 5D

Edit Meeting: [Venue] [Travel] [Participant] [Financial Summary] [Rep Requested Changes]			
Meeting Code:	GLX-F3F-3	Meeting Status:	Completed
Meeting Type:	Promotional	Meeting Date:	1/25/2002
Meeting Format:	Dinner Meeting		
Meeting Topic:	Type II Diabetes		
Meeting Time:	7:00 PM	Date Request Received:	12/19/2001
Add New Host:		Host Voicemail:	
Add New AHM Contact:		Add New Additional Point Person:	
Add New Moderator:		Target list included?:	NO
Date 7 Day Packet Sent:	1/18/2002	Date Invitation Mailed:	
7 Day Packet Tracking Number:		Date Attendance Roster Returned:	1/29/2002
Feedback Report Returned:	NO	Gift Certificates Requested:	
Meeting Notes:	1.7 alled, asked for a few days to get venue info together. I explained the lack of time we have for the 1.25 mtg and that we need that venue info asap. She said she will call on Wednesday. KN		
Territory Number:		Contract Location Description:	
Speaker Information			
Add New Speaker:		Speaker Status:	Confirmed
Speaker Travel:		Speaker Confirmed:	Via Phone
		Date Speaker Confirmed:	1/7/2002

FIGURE 51A

02/14/2002

htt

1060

Speaker	1/10 Spoke with Dr. - regarding travel. AHM will handle round trip for this meeting MR
Notes:	1.7 Spoke with Dr. confirmed for mtg. AHM will handle all travel. Honoraria \$2,000. KN
	12-19 Speakers listed not on national list nor are they local to program location. MG

Business Unit/Geography:	
Business Unit:	Geography:

Budget Categories:			
Description:	Projected Amount:	Total Amount:	Difference:

Edit Venue Details:	[Back to Top]	[Travel]	[Participant]	[Financial Summary]	[Rep Requested Changes]
---------------------	---------------	----------	---------------	---------------------	-------------------------

Venue Name:	The Peddler	1068	Venue Address:	464 E. Main Street Spartanburg, SC	1070
Phone Number:	(864) 583-5874	1072	Fax Number:	1074	
Venue Contact Name:		1076	Meeting Room:		1078
Contract Status:	Contracted	1080	Room accessible by:	5:30:00 PM	1081
Reservation Made:	1/11/2002	1082	Venue Capacity:		1084
CC Authorization Sent Date:	1/11/2002	1086	Cost Per Person:		1088
Date Contract Sent:	1/11/2002	1090	Venue Cost:		1092
Date Contract Returned:		1094	Payment Method:	Visa	1096
AV Supplier Type:	Venue	1098	Add New AV Supplier:	American Rental	1001
AV Contact Name:		1003	AV Supplier City & State:	Spartanburg, SC	1005
AV Supplier Phone Number:	(864) 583-6393	1007	AV Supplier Fax Number:		1009
Venue Notes:	1/14 will pick up a/v from rental place. MR 1/11 Spoke with rep and she wants a la carte and she will pick up the bill if over MR				

Figure 51B

02/14/2002

ht

Second Venue:		Third Venue:	
Add/Edit Travel Information: [Back to Top] [Venue] [Participant] [Rep Requested Changes]			
No Information Available			


1013

1015

1017

Figure 510

Profile Search



Select a Search Type:

☐ Person ☐ Venue ☐ AV Supplier

1104

1103

1102

Figure 52





1302

Main Menu	Admin Meeting	Editor Meeting	Reports	Analysis	Publication	Financial
Report Menu						
• 2-Day Report						
• 5-Day Report						
• 7-Day Report						
• Weekly Roster Report						
• Invitation Report						
• Status Summary Report						
• AS Report						
• Results Report						
• Cumulative Attendance Report						
• Cumulative Target Report						
• Speaker Report   Speaker Requests (0)						
• Financial Report						

Figure 54

02/14/2002

Admin Menu	Accounting	Configuration	Profile Edit	Reports	Website	Full Screen	Financial
<div><div>Report Date</div><div>Enter starting date:</div><div><div></div><div></div><div></div></div></div>							

1462 1406 1404

Figure 55

February 2002

S	M	T	W	T	F	S
					1	2
3	4	5	6	7	8	9
10	11	12	13	14	15	16
17	18	19	20	21	22	23
24	25	26	27	28		

1562

Figure 56



## Report List

Please select the desired report below.

### Financial Reports

[Program Costs](#)

[Program Summary](#)

[Budget Summary](#)

[Detailed Program Costs](#)

### Attendance Reports

[Attendance Summary](#)

### Program Reports

[Evaluation Summary](#)

### Speaker Reports

[Contract List](#)

[Speaker Honoraria](#)

### Administrative Reports

[CME Rep Agreements Received by](#)

[Field Sales Report](#)

[Marketing Financial Report](#)

[Login Summary Report](#)

[Send Feedback](#)

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Figure 58

Report List **Report**

Figure 59

Export to Excel

Program Costs Report

Meeting Cod	Consultant	Territory	Speaker	Topic	Type	Date	Status	Estimated Expenses	Actual Expenses To Date
FHC-GR-7110		A087110		Contraception		02/28/2003	Completed	\$2,664.28	\$2,664.28
FHC-GR-7116		A087116		Contraception		01/10/2003	Completed	\$3,359.21	\$3,359.21
FHC-GR-7122		A087122		Contraception		05/14/2003	Completed	\$2,700.00	\$2,740.78
FHC-CSC-7076		A057076		Demystifying PMS: The Chemical/Hormonal Spectrum		02/06/2003	Completed	\$569.09	\$569.09
FHC-CSC-7064		A057064		Demystifying PMS: The Chemical/Hormonal Spectrum		01/08/2003	Completed	\$232.99	\$232.99
FHC-CSC-7066		A057066		Demystifying PMS: The Chemical/Hormonal Spectrum		01/16/2003	Completed	\$558.98	\$558.98
FHC-CSC-7066-2		A057066		Demystifying PMS: The Chemical/Hormonal Spectrum		06/28/2003	Cancelled	\$100.00	\$0.00
FHC-GR-7114		A087114		Contraception		05/07/2003	Cancelled	\$0.00	\$0.00
FHC-GR-7064		A057064		HRT		03/06/2003	Completed	\$2,503.00	\$3,262.13
FHC-GR-7360		C057360		Contraception		02/04/2003	Completed	\$1,517.25	\$1,517.25
FHC-CSC-7370		C067370		Demystifying PMS: The Chemical/Hormonal Spectrum		01/06/2003	Completed	\$325.00	\$299.10
FHC-CSC-7088		A067088		Demystifying PMS: The Chemical/Hormonal Spectrum		01/08/2003	Completed	\$139.85	\$139.85

Report List **Report**

[Export to Excel](#)

**Program Summary Report**

<u>Territory</u>	<u>Rep/DM</u>	<u>CME</u>	<u>Grand Rounds</u>	<u>Promotional</u>	<u>CSC</u>
A		76	41	11	47
B		84	16	15	35
C		52	29	11	31
D		50	13	11	25
E		75	19	8	20
N		0	0	0	8
<b>Total</b>		<b>337</b>	<b>118</b>	<b>56</b>	<b>166</b>

[Send Feedback](#)

Version: 1.1.1389.20425  
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Figure 60

Report List **Report**

 [Export to Excel](#)

**Budget Summary Report**

Territory	Rep/DM	Budget	Estimated Costs	Actual Costs To Date	Estimated Remaining Budget
A		\$353,155.00	\$317,204.37	\$235,926.74	\$35,950.63
B		\$337,286.93	\$376,821.30	\$287,979.02	(\$39,534.37)
C		\$260,008.82	\$270,403.02	\$218,049.88	(\$10,394.20)
D		\$251,958.54	\$249,234.87	\$203,507.28	\$2,723.67
E		\$311,866.38	\$317,009.59	\$252,154.35	(\$5,143.21)
<b>Total</b>		<b>\$1,514,275.67</b>	<b>\$1,530,673.15</b>	<b>\$1,197,617.27</b>	<b>(\$16,397.48)</b>

[Send Feedback](#)

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Figure 61



Report List **Report**

[Export to Excel](#)

**Attendance Summary**

Territory	Rep/DM	Num Attendees	Class 1 %	Class 2 %	Class 3 %	Class 4 %	Undefined Class %
A		1463	21%	11%	2%	17%	48%
C		1239	26%	12%	3%	10%	49%
E		1386	19%	8%	7%	15%	51%
B		1383	30%	9%	4%	9%	48%
D		1335	25%	6%	4%	13%	51%

[Send Feedback](#)

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Figure 62

Report List Report

Figure 63


Export to Excel

## Program Evaluation Summary

Speaker							
Question	Rating 5	Rating 4	Rating 3	Rating 2	Rating 1	Count	Average
Demonstrated current knowledge of the topic	161	30	4	1	0	196	4.8
Was an effective presenter	151	31	11	2	1	196	4.7
Effectively met the learning objectives of the program	123	54	12	4	3	196	4.5
Overall speaker rating	138	42	13	1	2	196	4.6
Program							
Question	Rating 5	Rating 4	Rating 3	Rating 2	Rating 1	Count	Average
Program met the learning objectives	118	65	7	3	3	196	4.5
Participant/Speaker Interaction	142	43	9	1	1	196	4.7
Program Materials	120	58	16	2	0	196	4.5
Quality of audiovisuals	126	52	14	4	0	196	4.5
Lighting, seating, general environment	120	55	18	2	1	196	4.5
Food and Beverage	143	43	7	2	1	196	4.7
Overall Program Rating	113	75	6	1	1	196	4.5

Speaker							
Question	Rating 5	Rating 4	Rating 3	Rating 2	Rating 1	Count	Average
Demonstrated current knowledge of the topic	46	10	1	1	1	59	4.7
Was an effective presenter	43	10	3	3	0	59	4.6
Effectively met the learning objectives of the program	33	18	6	1	1	59	4.4
Overall speaker rating	40	14	3	1	1	59	4.5
Program							
Question	Rating 5	Rating 4	Rating 3	Rating 2	Rating 1	Count	Average
Program met the learning objectives	33	22	5	0	0	60	4.5
Participant/Speaker Interaction	32	17	7	4	0	60	4.3
Program Materials	30	22	8	0	0	60	4.4
Quality of audiovisuals	34	22	2	2	0	60	4.5
Lighting, seating, general environment	36	21	3	0	0	60	4.6
Food and Beverage	28	17	9	1	5	60	4.0
Overall Program Rating	31	24	5	0	0	60	4.4

Report List **Report**

 [Export to Excel](#)

**Contract List**

Name	City	State	Territory Number	Contract Type	Contract Initiation Date	Contract Expiration Date	Contract Status	Consultant Type
------	------	-------	---------------------	------------------	-----------------------------	-----------------------------	--------------------	--------------------

[Send Feedback](#)

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Figure 64

Report List **Rep rt**

Figure 65

Export to Excel

**Speaker Honoraria Report**

Name	City	State	Territory Number	Specialty	Meeting Count	YTD Honoraria	Total Honoraria
	Bel Air	MD	A077096		3	\$3,000.00	\$3,000.00
	Woodbridge	VA	B057210	OBG	1	\$750.00	\$750.00
	New York	NY	A017010		1	\$750.00	\$750.00
	New York	NY	A017008	OBG	30	\$51,800.00	\$51,800.00
	Loveland	OH	C067382	OBG	1	\$1,000.00	\$1,000.00
	Cordova	TN	D027448	OBG	2	\$2,000.00	\$2,000.00
	Norfolk	VA	B057214	OBG	4	\$5,400.00	\$5,400.00
	Los Angeles	CA	E057620	OBG	5	\$9,500.00	\$9,500.00
	Orange	CT	A027018	OBG	3	\$2,500.00	\$2,500.00
	Vernal	UT	E027570		1	\$1,650.00	\$1,650.00
	Greenville	NC	B027170	OBG	1	\$1,000.00	\$1,000.00
	Salem	MA	A087118	OBG	3	\$3,000.00	\$3,000.00
	Syracuse	NY	A097128	OBG	1	\$1,000.00	\$1,000.00
	South Bend	IN	C047344	OBG	1	\$1,000.00	\$1,000.00
	Richmond	VA	B057218		2	\$1,000.00	\$1,000.00
	Atlanta	GA	B037176	OBG	5	\$8,000.00	\$8,000.00
	Baltimore	MD	A057064	OBG	3	\$2,500.00	\$2,500.00
	Chesterfield	MO	D037464	OBG	3	\$4,500.00	\$4,500.00
	Omaha	NE		OBG	2	\$500.00	\$500.00
	Kokomo	IN	C047334		1	\$500.00	\$500.00
	Hilliard	OH	C087406	OBG	2	\$1,500.00	\$1,500.00
	Albuquerque	NM	D077528		1	\$500.00	\$500.00
	Albany	NY	A097126	OBG	1	\$750.00	\$750.00
	Wellesley	MA		OBG	2	\$1,250.00	\$1,250.00
	Pittsburgh	PA	A077108	OBG	4	\$5,500.00	\$5,500.00
	Atlanta	GA	B037176	OBG	1	\$750.00	\$750.00
	Stratford	NJ		OBG	1	\$1,000.00	\$1,000.00
	Mill Valley	CA	E037592	OBG	2	\$3,000.00	\$3,000.00
	West Bloomfield	MI	C057354		6	\$6,000.00	\$6,000.00
	Orange	CA	E017556	OBG	1	\$1,500.00	\$1,500.00
	Brooklyn	NY	A017014	OBG	1	\$1,000.00	\$1,000.00
	Casselberry	FL	B017140		3	\$2,750.00	\$2,750.00
	Morristown	NJ	A047050	OBG	13	\$18,700.00	\$18,700.00
	Chesterfield	MO	D037464	OBG	28	\$42,000.00	\$42,000.00
	Arlington Heights	IL	C097426	OBG	1	\$1,000.00	\$1,000.00
	Dallas	TX	D017434	OBG	4	\$3,450.00	\$3,450.00
	Centerport	NY	A017002	OBG	1	\$750.00	\$750.00
	San Antonio	TX	E087674	OBG	6	\$9,000.00	\$9,000.00
	Ventura	CA	E067644	OBG	1	\$1,500.00	\$1,500.00
	Miami	FL	B047200	OBG	5	\$9,000.00	\$9,000.00

Report List **Report**

[Export t](#)

**Field Sales Report**

Program Type	Territory	Rep/DM	Total Programs	Completed Programs	Total Actual Costs To Date	Attendees	Call Class 1	Call Class 2	Call Class 3	Call Class 4	No Call Class	Cost Per Attendee	Cos Pro
CSC			166	152	\$57,663.18	710	221	48	20	73	441	\$81.22	\$
Franchise CME			337	246	\$940,592.57	3989	1048	412	164	446	2529	\$235.80	\$3
Grand Rounds			118	82	\$164,303.31	1526	223	125	68	290	1178	\$107.67	\$2
Mirena Promotional			56	46	\$158,435.84	621	157	44	32	75	420	\$255.13	\$3
Total			677	526	\$1,320,994.90	6846	1649	629	284	884	4568	\$192.96	\$2,5

[Send Feedback](#)

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Figure 66

Report List **Report**

Exp

Marketing Financial Summary Report

Event Type	Topic	# Complete	Total Pass Through for completed events	Total Mgmt Fees for completed events	Total Expense for completed events	# Pending	Total Pass Through for pending events	total Mgmt Fee for pending events	Total Expense for pending events	Total
CME Dinner Meeting		1	\$2,414.27	\$850.00	\$3,264.27	0	\$0.00	\$0.00	\$0.00	
CME Dinner Meeting	Greater Contraceptive Choices for Enhancing Health-Related Quality of Life	191	\$671,309.20	\$152,572.50	\$823,881.70	41	\$152,460.91	\$35,487.50	\$187,948.41	\$1
CME Dinner Meeting	Reproductive Health Benefits throughout the Lifecycle	74	\$270,966.10	\$65,992.75	\$336,958.85	30	\$121,591.28	\$25,400.00	\$146,991.28	
CSC Meeting		166	\$57,663.18	\$62,160.00	\$119,823.18	0	\$0.00	\$0.00	\$0.00	
Grand Rounds	Contraception	95	\$159,655.61	\$62,587.50	\$222,243.11	20	\$32,487.50	\$14,250.00	\$46,737.50	
Grand Rounds	Greater Contraceptive Choices for Enhancing Health-Related Quality of Life	2	\$3,135.57	\$1,600.00	\$4,735.57	0	\$0.00	\$0.00	\$0.00	
Grand Rounds	HRT	1	\$3,262.13	\$750.00	\$4,012.13	0	\$0.00	\$0.00	\$0.00	
Promotional Dinner Meeting		53	\$158,612.34	\$42,705.00	\$201,317.34	3	\$10,527.00	\$2,700.00	\$13,227.00	
Total		583	\$1,327,018.40	\$389,217.75	\$1,716,236.15	94	\$317,066.69	\$77,837.50	\$394,904.19	\$2,1

[Send Feedback](#)

Version: 1.1.1389.20425  
Build Date: 10/21/2003 12:20:50 PM

Figure 67

Report List Report

Export to Excel

gin Summary

Territory	Rep/DIV	Last Login Date	Total Login Count
A		10/20/2003 2:33:14 PM	28
A01		10/24/2003 4:11:23 PM	24
A017000		10/20/2003 11:20:41 AM	12
A017002		9/3/2003 1:12:32 AM	11
A017004		10/29/2003 5:33:52 PM	8
A017008		10/23/2003 9:37:35 PM	17
A017010		9/22/2003 10:38:23 PM	2
A017012		10/28/2003 6:51:05 PM	11
A017014		10/16/2003 8:32:10 PM	3
A02		10/29/2003 6:52:05 PM	36
A027016		10/24/2003 8:27:27 PM	13
A027018		10/24/2003 5:53:47 PM	23
A027020		10/20/2003 10:09:49 PM	37
A027024		10/29/2003 7:28:32 AM	22
A027028		10/25/2003 6:14:23 PM	19
A03		10/21/2003 10:32:03 AM	29
A034020		6/25/2003 8:47:18 AM	10
A037030		7/16/2003 7:19:37 PM	35
A037032		6/6/2003 5:42:23 PM	12
A037034		10/21/2003 8:39:28 PM	6
A037036		8/6/2003 9:18:45 PM	17
A037038		7/17/2003 10:36:31 PM	8
A037040		8/1/2003 3:21:04 PM	26
A037042		10/21/2003 7:02:52 PM	4
A037044		6/10/2003 11:10:25 PM	10
A04		8/29/2003 11:14:33 AM	13
A044005		10/28/2003 1:47:07 PM	8
A047046		8/26/2003 11:31:35 PM	11
A047048		8/8/2003 6:30:48 PM	12
A047050		5/16/2003 8:07:53 AM	3
A047052		6/30/2003 8:45:48 AM	7
A047054		4/21/2003 10:12:14 PM	2
A047056		10/17/2003 4:36:28 PM	37
A047062		5/20/2003 6:25:57 PM	5
A05		10/24/2003 9:37:12 AM	70
A054150		10/5/2003 7:13:48 PM	16
A054160		9/25/2003 8:56:54 PM	10
A057064		4/16/2003 8:01:27 AM	3
A057066		10/6/2003 10:40:43 AM	9
A057068		5/16/2003 2:41:46 PM	10
A057070		9/16/2003 9:01:18 PM	10
A057072		9/24/2003 7:47:05 AM	10

Figure 68

Session Code	Date	Time	Location	Host	Moderator	Current Reservations	Actual Attendance	7 day packet sent
GLX-F3C-3	02/08/02	6:30PM	Holiday Inn Meridian, MS			8	TBD	02/04/2002
GLX-F3A-2	02/13/02	6:30PM	Prengers Norfolk, NE			19	TBD	02/06/2002

1704 1762



Status	Count
Cancelled	20
Completed	106
Set-up complete	7
Total	133

1802  
1804

1806 1808 1810 1812 1814 1816 1818 1820

1822 1824 1826 1828

Session Code	Date/Time	Location	Host	Host VM Ext	Add. Host	Moderator	Speaker #1	Speaker #2	Speaker #3	Meeting Topic	Current Reservations	Actual Attendance	Status
GLX- EJF	12/04/01 6:30PM	Laurel Restaurant Boston, MA		80254						Type II Diabetes	0	0	Completed
GLX- F3C	01/08/02 6:30PM	Schimmel's Jackson, MS		87608						Type II Diabetes	5	7	Completed
GLX- F3C-2	01/09/02 7:30AM	Jackson Medical Clinic Jackson, MS		87608						Type II Diabetes	0	0	Completed
GLX- F3C-3	02/08/02 6:30PM	Holiday Inn Meridian, MS		87608						Type II Diabetes	8	0	Completed
GLX- F3C-4	01/29/02 6:30PM	Fairhope Inn & Restaurant Fairhope, AL		87608						Type II Diabetes	5	11	Completed
GLX- E3F	01/17/02 6:30PM	Cypress Charleston, SC								Type II Diabetes	12	14	Completed
GLX- F3F-2	02/01/02 6:30PM	The home of Vivian Clark, MD Union, SC								Type II Diabetes	8	8	Completed
GLX- F3F-3	01/25/02 7:00PM	The Peddler Spartanburg, SC								Type II Diabetes	11	25	Completed
GLX- F3J	02/07/02 7:00PM	Antiquarian Restaurant Lakeland, FL		88142						Type II Diabetes	16	12	Completed

Figure 70

Main Menu			Reports			Financial		
Add Meeting			Available			Attendance		
Session Code	Date	Time	Location	Host	Moderator	Current Reservations	Actual Attendance	
<u>GLX-F3C-3</u>	02/08/02	6:30PM	Holiday Inn Meridian, MS			8	TBD	
<u>GLX-F3J</u>	02/07/02	7:00PM	Antiquarian Restaurant Lakeland, FL			16	12	
<u>GLX-F3A-2</u>	02/13/02	6:30PM	Prengers Norfolk, NE			19	TBD	
<u>GLX-F3B</u>	02/21/02	6:00PM	Manny's Steakhouse Minneapolis, MN			0	TBD	
<u>GLX-F3B-2</u>	02/20/02	6:30PM	D'Amico Cucina Minneapolis, MN			1	TBD	
<u>GLX-F3B-3</u>	02/21/02	7:30AM	In Progress			0	TBD	
<u>GLX-F3B-4</u>	02/21/02	12:30PM	In Progress			0	TBD	
<u>GLX-F3B-5</u>	02/20/02	2:30PM	In Progress			0	TBD	

Figure 71

2002		2004		2006		2010		2012		2014		2016		2018		2020	
Session Code	Meeting Date/Time	Location Name	Host Name	Date Invitation Mailed	Number of Invitation Mailed	Acceptances	Actual Attendance	Roster Returned	Meeting Status								
GLX-F1F	12/04/01 6:30PM	Laurel Restaurant		11/27/2001	0	0	0		Completed								
GLX-F3C	01/08/02 6:30PM	Schimmel's		12/12/2001	9	5	7	01/28/02	Completed								
GLX-F3C-2	01/09/02 7:30AM	Jackson Medical Clinic			0	0	0		Completed								
GLX-F3C-3	02/08/02 6:30PM	Holiday Inn			9	8	0		Completed								
GLX-F3C-4	01/29/02 6:30PM	Fairhope Inn & Restaurant		01/08/2002	12	5	11	02/12/02	Completed								
GLX-F3F	01/17/02 6:30PM	Cypress		12/03/2001	17	12	14	01/24/02	Completed								
GLX-F3F-2	02/01/02 6:30PM	The home of Vivian Clark, MD			8	8	8	02/11/02	Completed								
GLX-F3F-3	01/25/02 7:00PM	The Peddler			34	11	25	01/29/02	Completed								
GLX-F3J	02/07/02 7:00PM	Antiquarian Restaurant		12/12/2001	17	16	12	02/12/02	Completed								
GLX-F3J-2	02/06/02 7:00PM	DelFrisco's		12/12/2001	20	16	16	02/11/02	Completed								
GLX-F5A	01/26/02 6:00PM	French Cafe		12/27/2001	8	7	5	02/04/02	Completed								
GLX-F5A-2	02/13/02 6:30PM	Prengers			19	20	TBD		Set-up complete								
GLX-F5A-3	03/15/02 6:30PM	Minerva's			0	0	TBD		Set-up complete								
GLX-F5B	02/21/02 6:00PM	Manny's Steakhouse		01/22/2002	0	3	TBD		Set-up complete								

Figure 72

02/14/2002

Rosters returned	91 - 86% (percent of completed meetings)
Total invitations mailed	1620
Total RSVPs	685 - 42% (percent of invitations mailed)
Average RSVPs	7.5
Total attendance	880 - 128% (percent of RSVPs)
Average attendance	9.7

2104

2102

2110

2112

2114

2116

2106 2108

Session Code	Date	DBM	Invitations Mailed	RSVPs	Actual Attendance
GLX-F3C	01/08/02		9	5	7
GLX-F3C-4	01/29/02		12	5	11
GLX-F3F	01/17/02		17	12	14
GLX-F3F-2	02/01/02		8	8	8
GLX-F3F-3	01/25/02		34	11	25
GLX-F3J	02/07/02		17	16	12
GLX-F3J-2	02/06/02		20	16	16
GLX-F5A	01/26/02		8	7	5
GLX-F7F	12/06/01		24	13	21
GLX-J1A	12/05/01		62	2	7
GLX-J1C	12/04/01		7	6	7
GLX-J1C-2	12/12/01		13	9	8
GLX-J1D	12/05/01		11	6	9
GLX-J1F	11/28/01		13	0	12
GLX-J1G	10/18/01		70	14	6
GLX-J1J	11/28/01		58	5	12
GLX-J1K	10/02/01		8	6	5
GLX-J1K-2	09/20/01		29	25	15
GLX-J2A	11/26/01		13	10	9
GLX-J2A-2	12/05/01		20	9	17
GLX-J2B	11/13/01		8	8	2

Figure 73

Main Menu Add Meeting Edit Meeting Profile Edit Reports Meetings Membership Financial									
<div> 2202 / 2204 / 2206 / 2208 / 2210 / 2212 / 2214 / 2216 / 2218 / 2220 </div>									
Meeting Code	Meeting Date/Time	Meeting Status	Speaker Status	Date Request Received	Date Speaker Confirmed	Date Contract Returned	Date Invitations Mailed	Date 7-day Sent	Date Roster Returned
GLX-F1F	12/4/2001 6:30:00 PM	Completed	Confirmed	11/27/2001	11/27/2001		11/27/2001		
GLX-F3C	1/8/2002 6:30:00 PM	Completed	Confirmed	12/03/2001	12/03/2001		12/12/2001	01/02/2002	01/28/2002
GLX-F3C-2	1/9/2002 7:30:00 AM	Completed	Confirmed	12/03/2001	12/03/2001				
GLX-F3C-3	2/8/2002 6:30:00 PM	Completed	Confirmed		01/02/2002			02/04/2002	
GLX-F3C-4	1/29/2002 6:30:00 PM	Completed	Confirmed	01/07/2002	01/07/2002		01/08/2002	01/22/2002	02/12/2002
GLX-F3F	1/17/2002 6:30:00 PM	Completed	Confirmed	11/26/2001	11/30/2001		12/03/2001	01/10/2002	01/24/2002
GLX-F3F-2	2/1/2002 6:30:00 PM	Completed	Confirmed	12/19/2001	01/07/2002			01/24/2002	02/11/2002
GLX-F3F-3	1/25/2002 7:00:00 PM	Completed	Confirmed	12/19/2001	01/07/2002			01/18/2002	01/29/2002
GLX-F3J	2/7/2002 7:00:00 PM	Completed	Confirmed	11/20/2001	12/04/2001		12/12/2001	01/30/2002	02/12/2002
GLX-F3J-2	2/6/2002 7:00:00 PM	Completed	Confirmed	11/20/2001	12/04/2001		12/12/2001	01/30/2002	02/11/2002
GLX-F5A	1/26/2002 6:00:00 PM	Completed	Confirmed	12/10/2001	12/26/2001		12/27/2001	01/21/2002	02/04/2002
GLX-F5A-2	2/13/2002 6:30:00 PM	Set-up complete	Confirmed	12/10/2001	12/12/2001	12/13/2001		02/06/2002	
GLX-F5A-3	3/15/2002 6:30:00 PM	Set-up complete	Confirmed	12/19/2001	01/07/2002				
GLX-F5B	2/21/2002 6:00:00 PM	Set-up complete	Confirmed	01/10/2002	01/14/2002		01/22/2002	02/13/2002	

02/14/2002

Figure 74

Main Meeting				Add Meeting				Edit Meeting				Profile Edit				Reports				Miscellaneous				Fulfillment				Financial			
Client:																															
Brand:																															
Project:																															
Date:		2/14/2002																													
[Excel Format]																															

2302

Meeting Code	Meeting Date	Business Unit	Geography	Meeting Type	Meeting Format	Host	Miscellaneous	Attendee Honorarium	(E) Spkr Air	Speaker Expenses	(T) Spkr Honorarium	(E) Spkr Honorarium	Entertainment	Venue Room Fee
GLX-F1F	12/04/2001			Promotional	Dinner Meeting		\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
GLX-F3C	01/08/2002			Promotional	Dinner Meeting		\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
GLX-F3C-2	01/09/2002			Promotional	Dinner Meeting		\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
GLX-F3C-3	02/08/2002			Promotional	Dinner Meeting		\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
GLX-F3C-4	01/29/2002			Promotional	Dinner Meeting		\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
GLX-F3F	01/17/2002			Promotional	Dinner Meeting		\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
GLX-F3F-2	02/01/2002			Promotional	Dinner Meeting		\$0.00	\$0.00	\$0.00	\$292.40	\$0.00	\$0.00	\$0.00	\$0.00
GLX-F3F-3	01/25/2002			Promotional	Dinner Meeting		\$19.26	\$0.00	\$0.00	\$263.73	\$0.00	\$0.00	\$0.00	\$0.00
GLX-F3J	02/07/2002			Promotional	Dinner Meeting		\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
GLX-F3J-2	02/06/2002			Promotional	Dinner Meeting		\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
GLX-F5A	01/26/2002			Promotional	Dinner Meeting		\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
GLX-F7F	12/06/2001			Promotional	Dinner Meeting		\$0.00	\$0.00	\$0.00	\$526.00	\$0.00	\$0.00	\$0.00	\$0.00

Figure 75

02/14/2002

## Detailed Program Costs

Home

Programs

Speakers

Topics

Reports

Profile

Documents

Help

Report List

Report

Export to Excel

Territory	Rep/DM	Total Estimated Costs	Total Actual Costs To Date	Estimated Travel	Actual Travel To Date	Estimated Honoraria	Actual Honoraria To Date	Estimated AV	Actual AV To Date	Estimated Meeting Costs	Actual Meeting Costs To Date
A		\$240,127.85	\$187,438.93	\$14,905.00	\$4,085.50	\$66,050.00	\$72,850.00	\$13,788.77	\$7,089.65	\$102,835.08	\$103,403.78
B		\$340,916.33	\$306,901.24	\$25,903.01	\$20,377.54	\$96,700.00	\$97,300.00	\$18,003.64	\$10,880.54	\$171,903.68	\$178,343.16
C		\$222,524.13	\$193,578.55	\$22,981.03	\$21,603.83	\$71,225.00	\$69,725.00	\$10,827.12	\$4,552.12	\$101,593.98	\$97,897.80
D		\$214,889.59	\$180,190.99	\$17,455.96	\$12,977.05	\$60,125.00	\$60,475.00	\$9,231.33	\$5,702.55	\$101,004.67	\$101,036.39
E		\$289,878.94	\$254,435.23	\$22,238.10	\$12,541.24	\$92,189.85	\$94,189.85	\$17,483.12	\$15,348.80	\$129,869.88	\$132,345.34
	Total	\$1,308,136.84	\$1,122,544.94	\$103,481.10	\$71,585.16	\$386,298.05	\$384,540.85	\$69,133.98	\$43,583.66	\$667,397.29	\$612,826.27

# CME Rep. Agreement

	A	B	C	D	N
1	District	Territory	First Name	Last Name	Rep Agreement Rec'd
2		F-NSD			
3	A	A01			1/21/2003
4	A	A02			
5	A	A03			1/15/2003
6	A	A04			1/14/2003
7	A	A05			
8	A	A06			1/21/2003
9	A	A07			
10	A	A08			1/13/2003
11	A	A09			1/15/2003
12	A01	4010			1/13/2003
13	A01	7000			1/14/2003
14	A01	7002			
15	A01	7004			1/13/2003
16	A01	7008			1/14/2003
17	A01	7010			1/13/2003
18	A01	7012			
19	A01	7014			
20	A02	4210			1/14/2003
21	A02	7016			1/13/2003
22	A02	7018			
23	A02	7020			1/13/2003
24	A02	7022			1/15/2003
25	A02	7024			1/13/2003
26	A02	7026			1/14/2003
27	A02	7028			1/13/2003
28	A03	4020			1/15/2003
29	A03	7030			
30	A03	7032			1/13/2003
31	A03	7034			1/15/2003
32	A03	7036			
33	A03	7040			1/13/2003

Figure 77



Main Menu	Add Meeting	Edit Meeting	Project List	Reports	Calendar	Fulfillment	Financial
<div> <div>2402</div> <div> <div>Fulfillment Menu</div> <div>Select a Meeting:</div> <div> <div>GLX-F3F -- 1/17/2002 6:30:00 PM</div> <div>2464</div> </div> </div> </div>							

FIGURE 78

Fulfillment Items	
• <u>CSV File</u>	— 2502
• <u>Attendee CSV File</u>	— 2504
• <u>2 day Venue Confirmation</u>	— 2506
• <u>7-day cover memo</u>	— 2508
• <u>Cancellation Fax</u>	— 2510
• <u>Cancellation Notice</u>	— 2512
• <u>Custom Invitation</u>	— 2514
• <u>DM/Speaker Confirmation - 1 speaker</u>	— 2516
• <u>DM/Speaker Confirmation - 2 speakers</u>	— 2518
• <u>Generic Invitation</u>	— 2520
• <u>Local Speaker Thank You Letter</u>	— 2522
• <u>National/Single Speaker Thank You Letter</u>	— 2524
• <u>Reminder Fax</u>	— 2526
• <u>Request for Receipt</u>	— 2528

Figure 79

02/14/2002

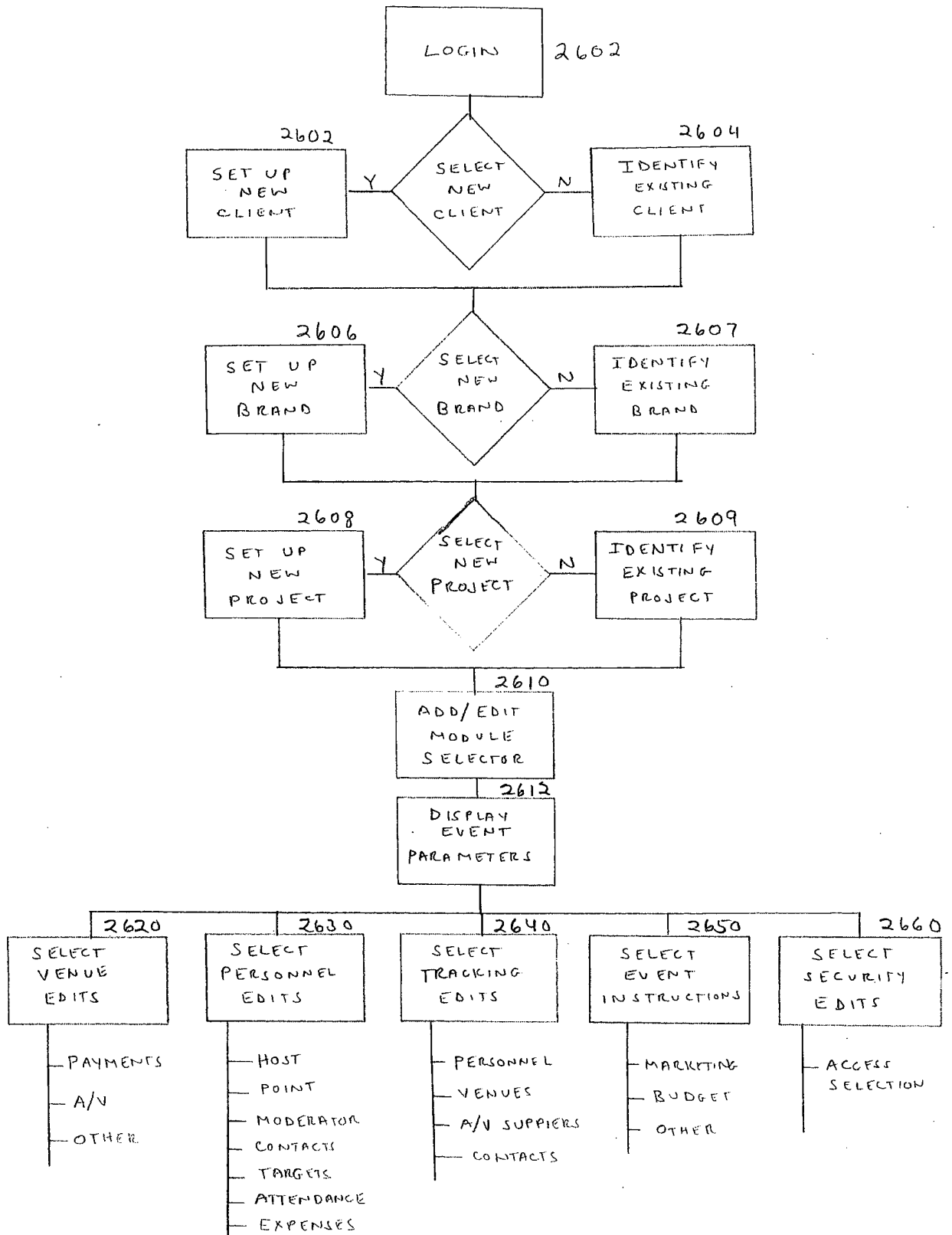


FIGURE 80

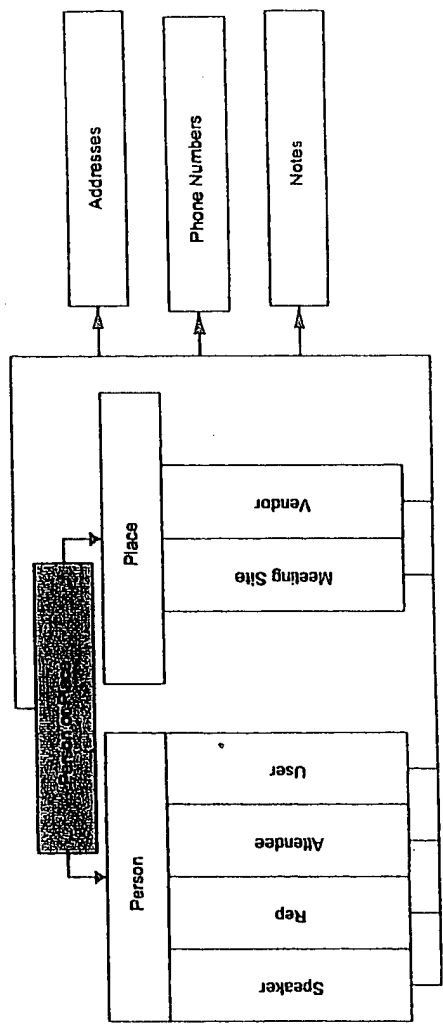


FIGURE 31

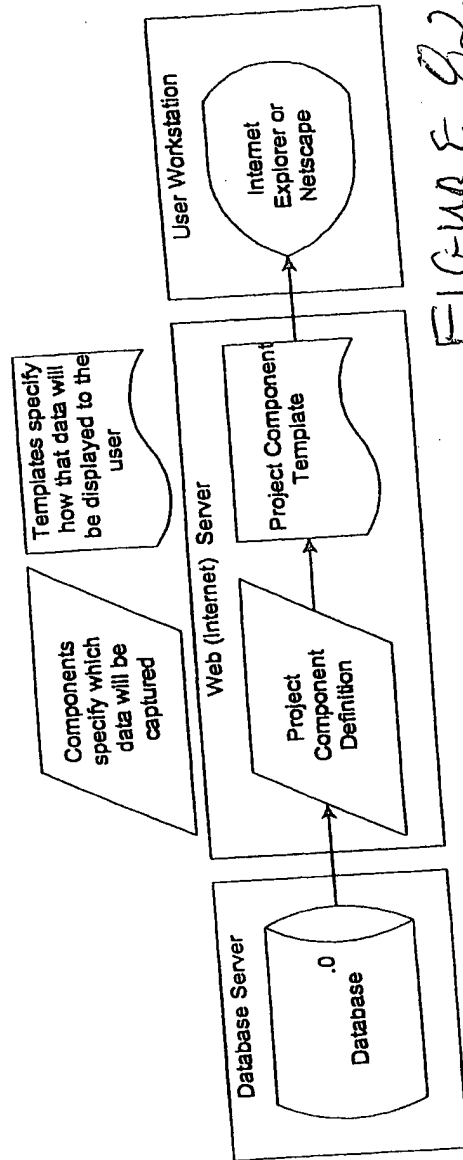


FIGURE 82

• Business logic

• Data

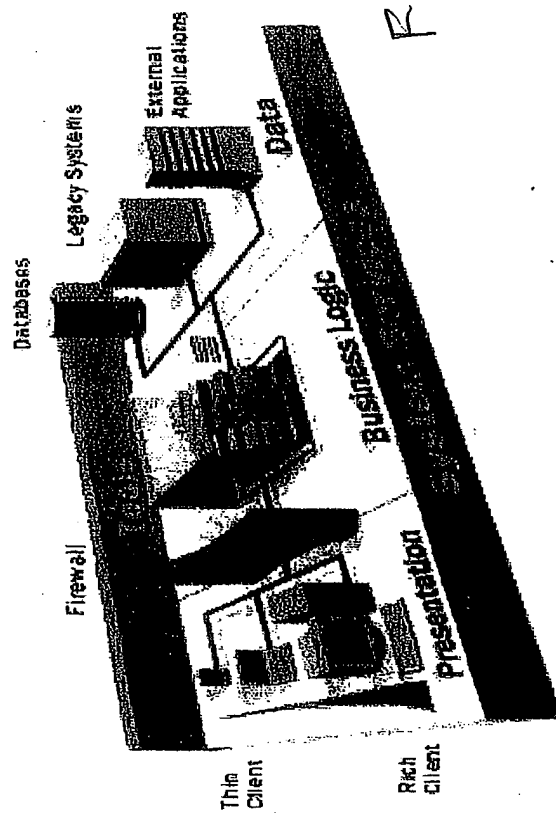


FIGURE 83